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# REPORT OF GRAIN DEALERS NATIONAL CONVENTION



Established 1882. Entered as second-class matter June 26, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879. Established 1882

PUBLISHED BY  
Mitchell Brothers Publishing Co.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

One Dollar Per Annum  
SINGLE COPIES, TEN CENTS

VOL. XXXVII

431 S. Dearborn St., Chicago, Ill., October 15, 1918.

NO. 4

YOUR CONSIGNMENTS  
RECEIVE A WELCOME  
WHICH PROTECTS  
YOUR VERY OBJECT

**McKENNA & RODGERS**

GRAIN

60 BOARD OF TRADE

CHICAGO

OUR EARNEST APPEAL  
ASSURES A GOOD DEAL

**SIMONS, DAY  
& CO.** GRAIN,  
PROVISIONS,  
STOCKS,  
BONDS.

We solicit consignments and offers of  
cash grain, also future delivery orders  
on all exchanges.

322 Postal Telegraph Bldg.

CHICAGO

Direct Private Wires to New York and Illinois and Iowa Points

Established 1877

**LANGENBERG BROS. GRAIN CO.**  
**GRAIN and HAY**

We Solicit Your Consignments

ST. LOUIS

MISSOURI

**Buyers  
OF**

**Clover**

AND

**Timothy  
Seed**

Mail Samples for Top Market Bids

**Milwaukee  
Seed Company**

MILWAUKEE, WIS.

**THE ILLINOIS SEED CO.**  
**GRASS SEEDS FIELD**

BUYERS

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Ask for Samples

Mail Samples for Bids

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(Established 1889)

**Hay and Alfalfa Meal Products**

736-738-746 Live Stock Exchange Building  
KANSAS CITY, MISSOURI

(The World's Greatest Hay Market)

If you have Hay we want it—if you want Hay we have it. We have un-  
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Covers all markets. Ask for the weekly or  
daily issue. Has the largest circulation of any  
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Members New York Cotton Exchange  
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Established 30 years

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**Courteen Seed Co.**

MILWAUKEE, WISCONSIN

**CLOVER and TIMOTHY  
SEEDS**

**SPECIAL PRICES ON GRAIN BAGS**

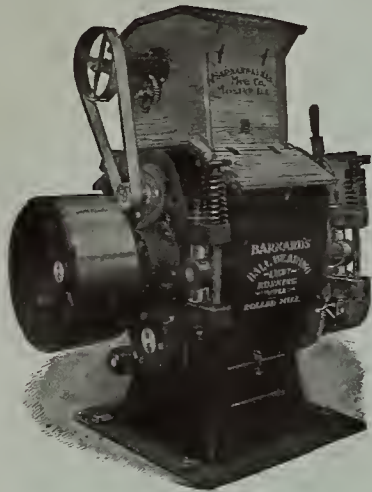
Write Us When Interested



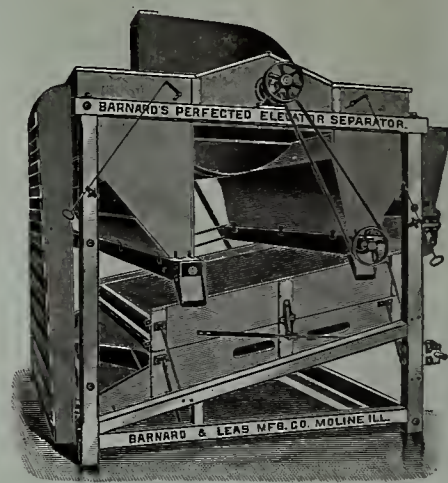


# Everything for Handling Grain

*'No need to look farther*

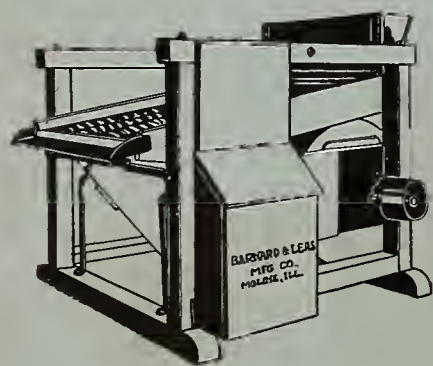


Feed Grinders  
Grain Cleaners  
Oat Clippers  
Oat Separators  
Corn Shellers

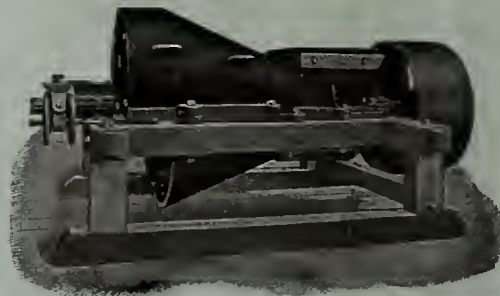


Corn Cleaners  
Feed Screens  
Corn Rolls  
Dust Collectors  
Turn Heads  
Wagon Dumps  
Automatic Scales  
Wire Cloth  
Perforated Metal  
Rope Drives  
Friction Clutches  
Grain Shovels

Belt Elevators  
Man Lifts  
Heads and Boots  
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Elevator Cups  
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Belt Conveyors  
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circulars concerning any  
machines which  
interest you*



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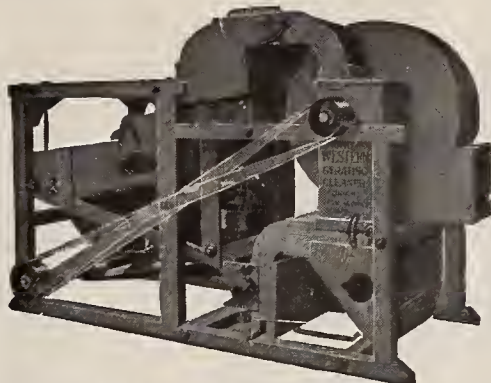
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**ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.**

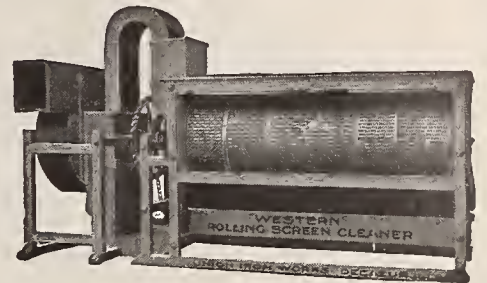




"Western" Pitless Warehouse Sheller



"Western" Gyrating Cleaner



"Western" Rolling Corn Screen Cleaner

# Evidence

Many Elevator  
Owners Are  
Losing Money  
in the  
Operation of  
Their Plants  
Because Their  
Equipment Is  
Worn Out and  
Inefficient.

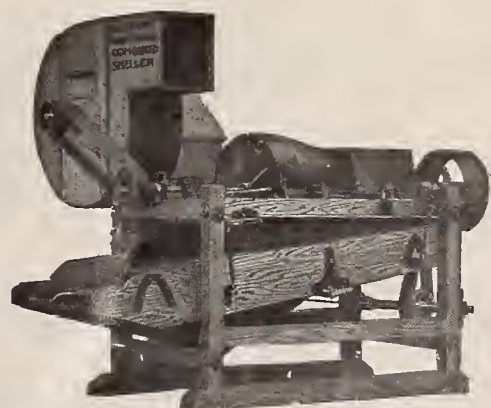
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Manufacture a  
Complete Line  
of Grain  
Elevator  
Equipment and  
Take Pleasure  
in Giving  
Particular  
Attention to  
the Smallest  
Order.

It Will Pay  
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for Our  
Catalogue.

**W**HENEVER recognized authority expresses itself, its opinions and judgment can be relied upon and when so many up-to-date elevators install THE WESTERN LINE as standard equipment, it is conclusive evidence of superiority.

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Complete Line of Shellers Kept at 1400-1402 W. 12th St., Kansas City, Mo.



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Made of  
Wheat  
Grown at  
Home  
Milled at  
Home  
Sold at Home  
To Home People

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FLOUR

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ASSOCIATION  
OWENSBORO, KY.

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The  
Best  
Yet

Milled  
Exclusively  
on the AMERICAN  
(Midget) MARVEL MILL

America's  
Community Flour

The American (Midget) Marvel Mill can be installed in small space, requires but one man to operate and takes little power. It will produce more pure white, nutritious flour per bushel of clean wheat than any other milling process.

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Owners of this wonderful mill are entitled to market their flour under our nationally advertised brand — FLAVO FLOUR. It gives them membership in the Community Marvel Millers Association.

Investigate this opportunity. Men of action are the winners in life. Send the coupon now. No three cent investment ever offered you more.

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Expand Your Business With a New  
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Here is a wonderful opportunity to engage in the nation's most needed business — an unrivaled chance for great financial success.

Make flour of wheat and other grains grown at home, milled at home and sold at home to home people. Rich rewards await men with or without previous milling experience. Requires but small investment. Easy terms permit you to pay from profits.

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Business in  
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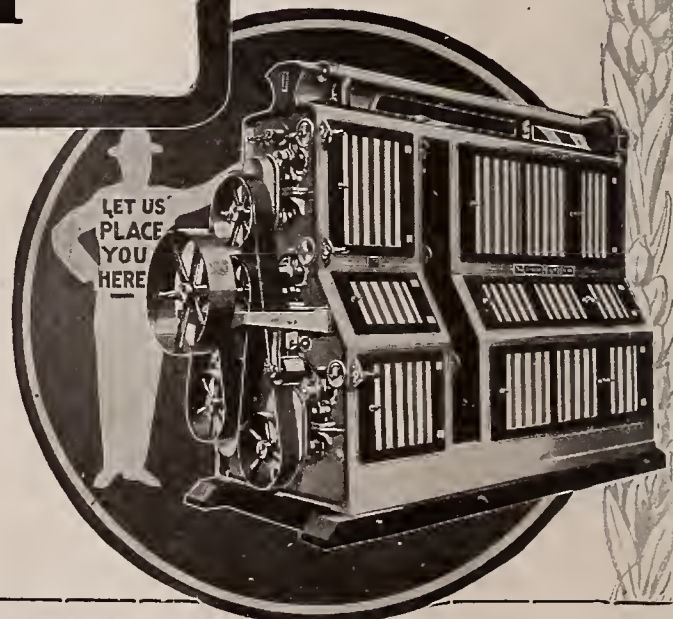


This Mill Will  
Get You the  
Grain Business  
of Your  
Community.

It Will Be Your  
Greatest Aid in  
Solving the  
Problem of  
Competition.



Over 1,300 in  
Successful  
Operation  
Throughout  
the U. S.



LET US  
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Send full details of your wonderful flour mill, free trial offer, easy terms and co-operative plan.

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Business .....

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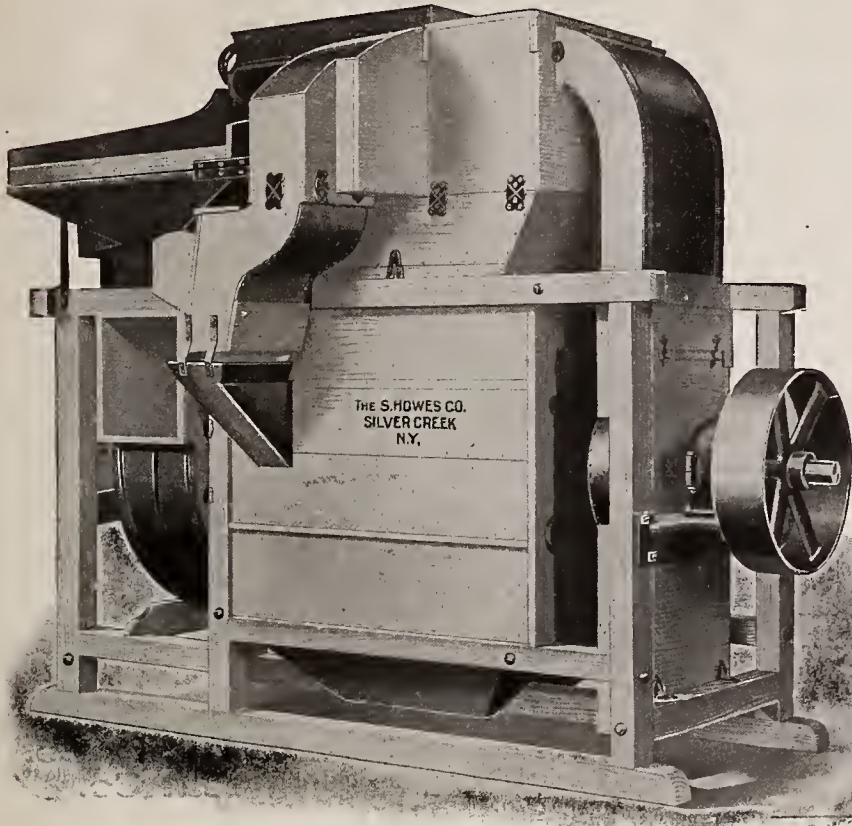
The Anglo-American Mill Co.

445 Trust Building

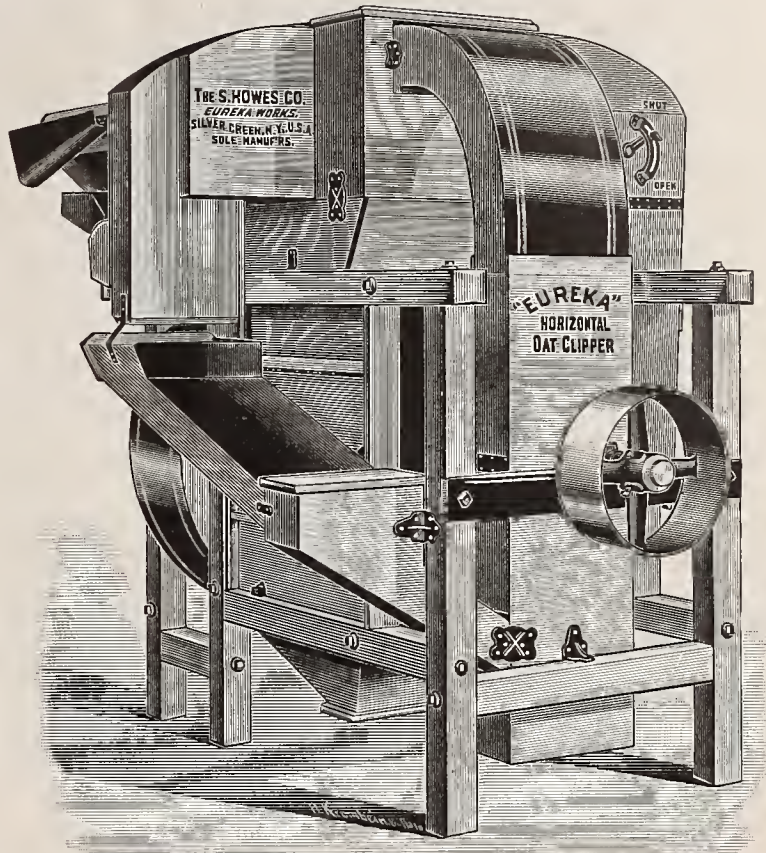
Owensboro, Kentucky



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A remarkably light running, power saving  
OAT CLIPPER WITH DIVIDED SELF-BALANCING SHOE



A very successful combination (3-in-1)  
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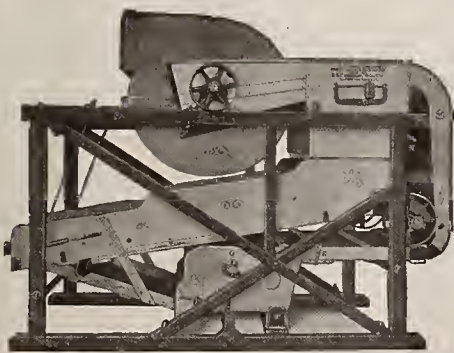
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The U. S. Corn Sheller



The Constant  
Safety  
Ball-Bearing  
Man-Lift

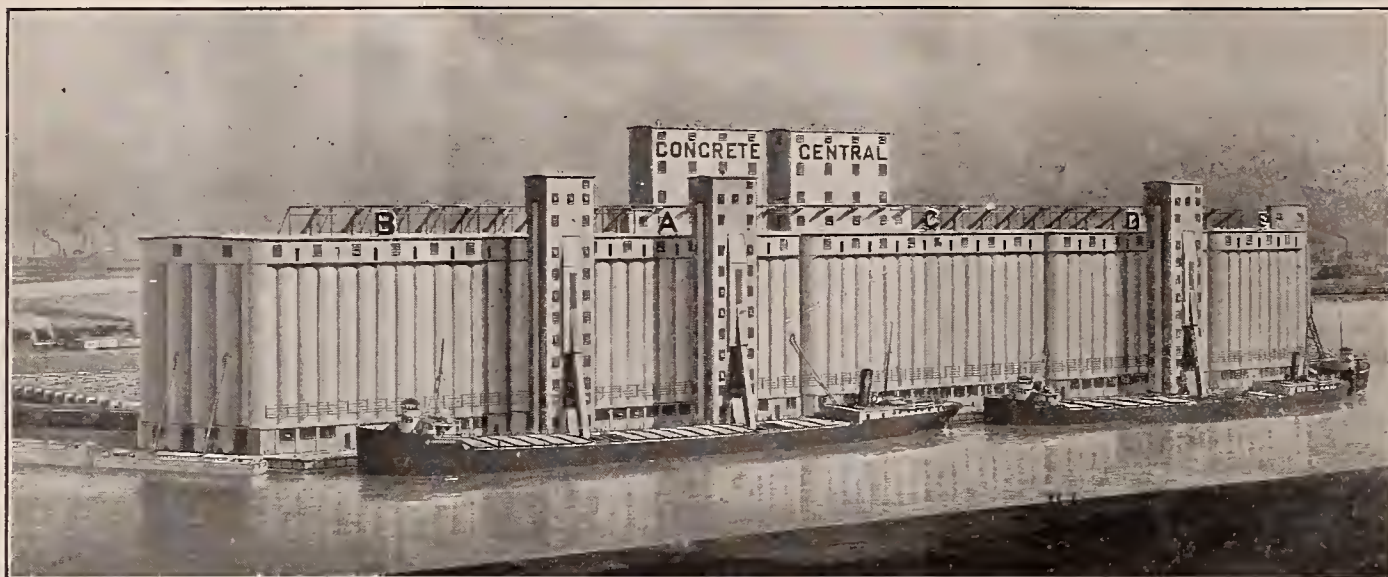
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CONCRETE-CENTRAL ELEVATOR, CAPACITY 4,500,000 BUSHELS

THESE "MONARCH ELEVATORS" make it possible to handle expeditiously and economically Buffalo's 200,000,000-bushel Grain Business.

Houses of "Monarch" construction are excelled by none in design, arrangement, and economy of operation.

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## KENNEDY Car Liners

Enormous Increased Sales prove the Efficiency, Merit and Serviceability of these liners.

### The Kennedy Car Liner

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SOLD BY ALL  
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Not An  
Experiment



All Metal Steam Dryer

### IN SUCCESSFUL USE 40 YEARS DRYING

CORN MEAL, HOMINY, BREWERS' GRITS AND MEAL, AND ALL CEREAL PRODUCTS. ALSO SAND, COAL DUST, GRAPHITE, CLAY, ORES, ETC.

Automatic in operation, requiring no attention

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## They All Point to the Bowsher

A mill that will crush or grind ear corn (with or without shucks), Kaffir in the head and all kinds of small grain.

A mill that has conical shaped grinders—which do the work close to the center of the shaft, thus effecting a great saving of power.

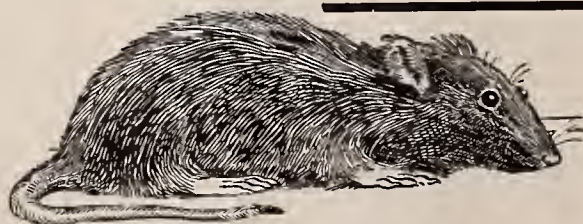
A mill that can run empty without injury, as the grinders will not strike together.

A model feed mill, light running and handy to operate; different from all others. A complete independent outfit.

These are a few of the many reasons why the Bowsher is the mill for you.

Sold with or without elevator. 10 sizes, 2 to 25 H. P.

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The only Exterminator of Rats and mice that can be used where Food is manufactured or stored and requires no mixing or musing.

### NON-POISONOUS

No dead bodies found on the premises, because the Rodents after taking Rid-of-Rats will run until death if an avenue of escape is left open. Millions are using it. Thousands of unsolicited testimonials from all trades and farmers.

Patented and in use over six years. Price \$1.00 per lb. in bulk, or \$1.80 per doz. 15 cent boxes. If not carried by your dealer write direct to the Patentees and sole Manufacturers.

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Canadian Government Railway's Elevator and Gallery System, St. John, New Brunswick.

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Capacity 500,000 Bushels

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for YOURSELF

by installing a *CYCLONE DUST COLLECTOR*

Very many modern large and small grain  
elevators are equipped with our system.

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Complete new systems installed on modern plans  
and guaranteed. Old systems remodeled on modern  
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systems added where present systems are out-  
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proper working order.

## Over Fifty Emersons

in use by

*The U. S. Grain Standardization Bureau*

Over 50 Emerson Wheat Testers, or Emerson Kickers, as the Government officials call them, are found in the different laboratories and inspection departments of the U. S. Grain Standardization Department. They are being recommended to the milling and grain trade by the Government officials as the most satisfactory device or machine for determining the actual amount of dockage in each sample of wheat.

**Guess Work a Thing of the Past in Grading Wheat**

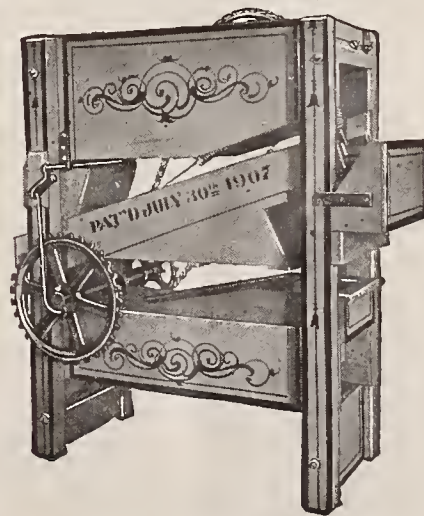
The Emerson makes an absolute perfect separation of the oats from the wheat, not one kernel of oats left in the wheat and not a kernel of the wheat lost with the oats. Eliminates all guess work. All disputes between buyer and seller are settled on the spot. Avoids any feeling about doubtful dockage. Farmers prefer selling where the test is made with the Emerson Tester or Emerson Kicker.

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**The Emerson Guarantee**

The Emerson Kicker is sold with an absolute guarantee to do exactly as we claim or money will be refunded. It has proved itself to be a splendid investment of milling and elevator companies. Let us prove it to you. Write today for pamphlet giving full description and unsolicited comments by prominent Emerson users.



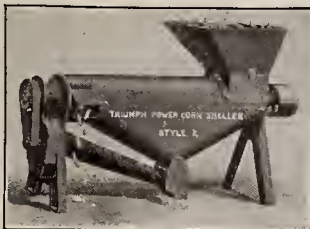
**W. H. EMERSON & SONS**

Detroit, Mich.

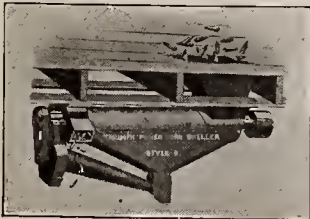
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J. J. Ross Mill Furnishing Co., Portland, Oregon.  
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Style A Sheller



Style B Sheller

**You Can Hang  
Triumph Corn Shellers  
Below the Floor  
or Stand them  
on the Floor**

And either way they shell  
corn thoroughly and cost  
little to run.

Bulletin giving sizes, ca-  
pacities, and power require-  
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Reinforced concrete. Built for heavy floor loads.  
Uses the daylight. Tracks arranged right.

**"Macenco Results"**



1500 barrel Mill, 300,000 bushel Elevator and  
500 H. P. Diesel Power Plant of the Kansas  
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## BUILD AS YOUR NEEDS GROW—

ONE advantage of building your grain storage by the POLK SYSTEM is you can easily make your investment fit your *present* needs. As your business grows you can increase your storage—gradually.

The POLK SYSTEM machine builds the best circular monolithic concrete structures that can be built. Our latest catalog will be sent the day we receive your request. Tell us something of your needs and your plans.

**Polk Genung Polk Company**  
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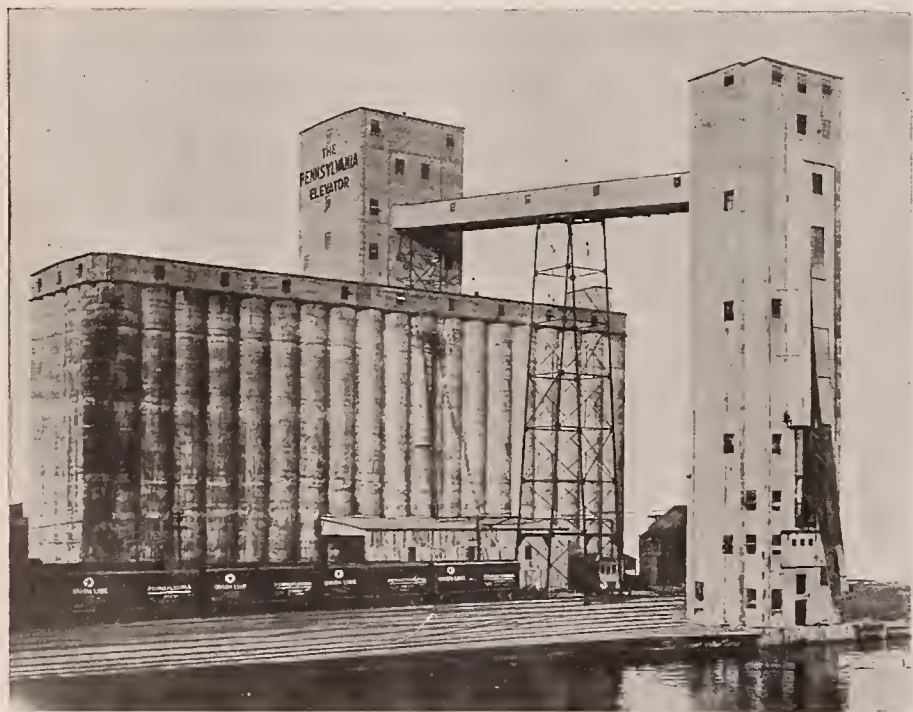


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**Engineers and Contractors**

*Designers and Builders*  
OF

Grain Elevators, Flour Mills, Industrial Plants, and other  
Engineering Works



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1,250,000-bushel Concrete Workinghouse and 25,000-bushel Marine Tower Reinforced Concrete. Latest improvements. Write us for designs and estimates.

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*of the*

### Flour Mill and Grain Elevator Mutual Insurance Companies

show that 80% of all fires in Mills or Elevators start in elevators. The installation of an automatic feeding device which will positively prevent an elevator choking from over-feeding and an automatic relief which will prevent an elevator choking from bin getting full or spout choking, will annually save millions of dollars in fire loss and add at least 50% to efficiency of any stand of grain elevators. These devices are perfected and are available for mill and elevator owners, are very inexpensive and absolutely practical. Full particulars will be furnished, free of charge by this office, on request.

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FOR

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*Write us for designs and estimates*

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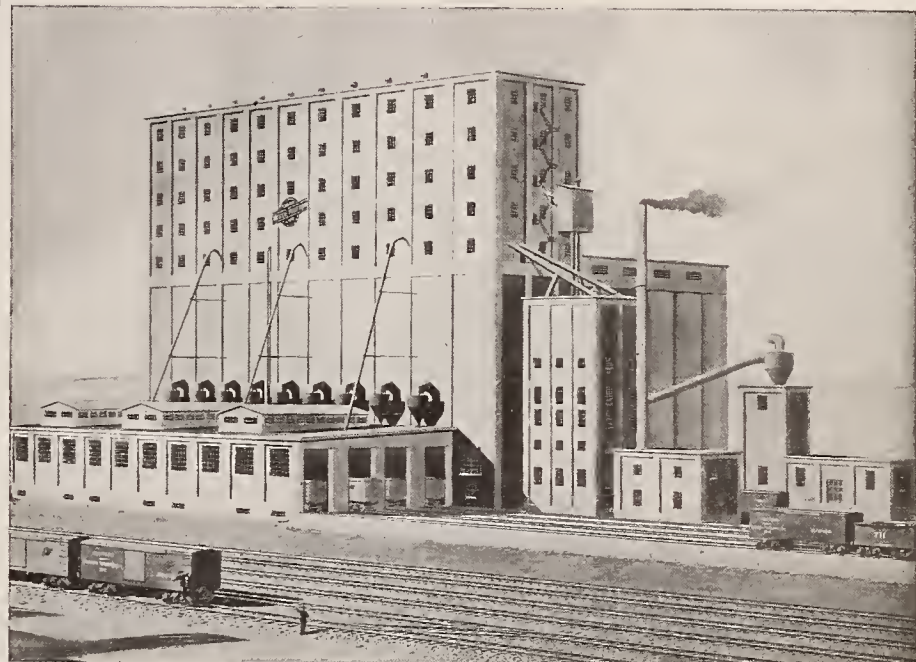
GRAIN ELEVATOR DEPARTMENT

Fifteenth Floor of Westminster Building

CHICAGO, ILL.

W. R. SINKS, Manager

Chicago & Northwestern Railway Company's New  
Reinforced Concrete Grain Elevator Being Built  
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Our experience covers every branch of grain elevator  
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*Designs and estimates promptly furnished.***Witherspoon-Englar Company**

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Furnish Plans, Estimates and Build  
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Our long experience as a builder of elevators insures you an  
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We maintain the largest and most  
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elevators and flour mills, ware-  
houses, etc., ever gathered to-  
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Over 135 contracts last year. Con-  
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Complete Grain Elevators and Mill  
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PORTLAND, ORE.

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Reinforced Concrete and Steel Ore Dock con-  
structed at Superior, Wisconsin, for the Allouez  
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*Write for Designs and Estimates*

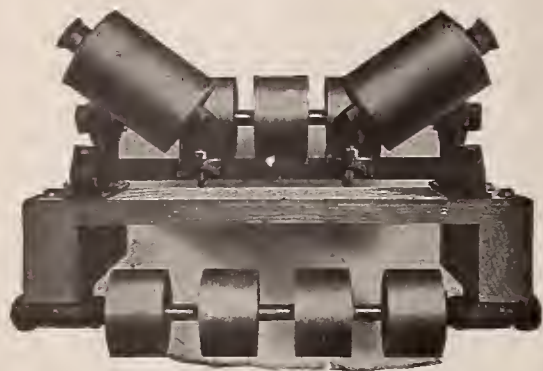
OFFICES:

Minneapolis, Minn.

Duluth, Minn.

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## Improved Belt Conveyor

Carries all kinds of grain and mill products in package or bulk. Gradual, uniform curve of belt secured without complicated parts. Bearings thoroughly lubricated and have adjustment for taking up wear. Tripper substantial and reliable. Entire system economical and satisfactory—nothing to get out of order.

We manufacture a complete line of Elevating, Conveying and Power-Transmitting Machinery. Headquarters for supplies.

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H. E. GODFREY, Civil Engineer

REFERENCES: Some of the biggest and best grain elevator plants in the country

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Grain Driers, General Overhauling and Improvements

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Ear-Corn Plants

COMPLETE

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## Stern, Costly Facts

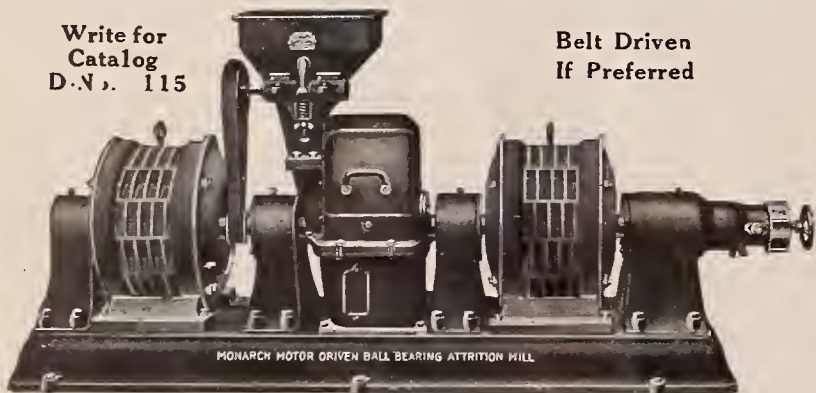
Are the little daily losses in time and lubricant; the repair stops and expenses; the trouble caused by uneven grinding and the maintenance bills of a babbitt bearing, out-of-date feed grinder.

We ask, as a plain business proposition, which would pay you better, to ignore these losses, which, in the aggregate, soon amount to a substantial sum of real money, or to protect yourself permanently from such loss by investing in

## The Monarch Ball Bearing Attrition Mill

Write for  
Catalog  
D.V. 115

Belt Driven  
If Preferred

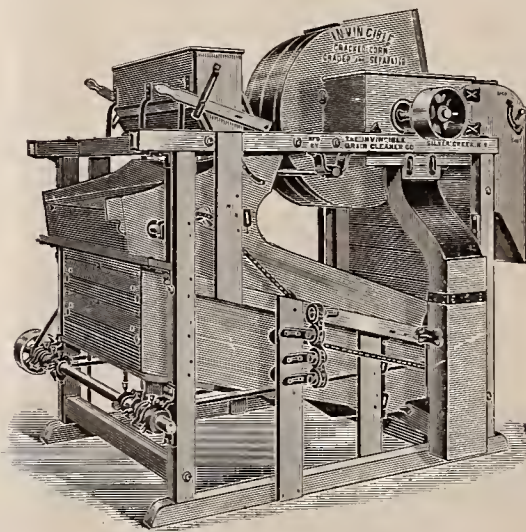


The Monarch is never careless, heedless or inattentive to business. Ball bearings practically eliminate friction, institute perfect and permanent tram, chase away power and lubricant losses, and inaugurate and continually safeguard uniform grinding.

The mission of this mill is to protect your profits; not by the grace of luck, but by inbuilt, original features which never cease to exist.

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"Three Grades"

"Coarse—Medium—Fine"

"Hulls Separate"

"Meal Separate"

"Uncracked Kernels Separate"

## Invincible Grain Cleaner Co.

SILVER CREEK, N. Y.



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Carpenter Tools  
Chain

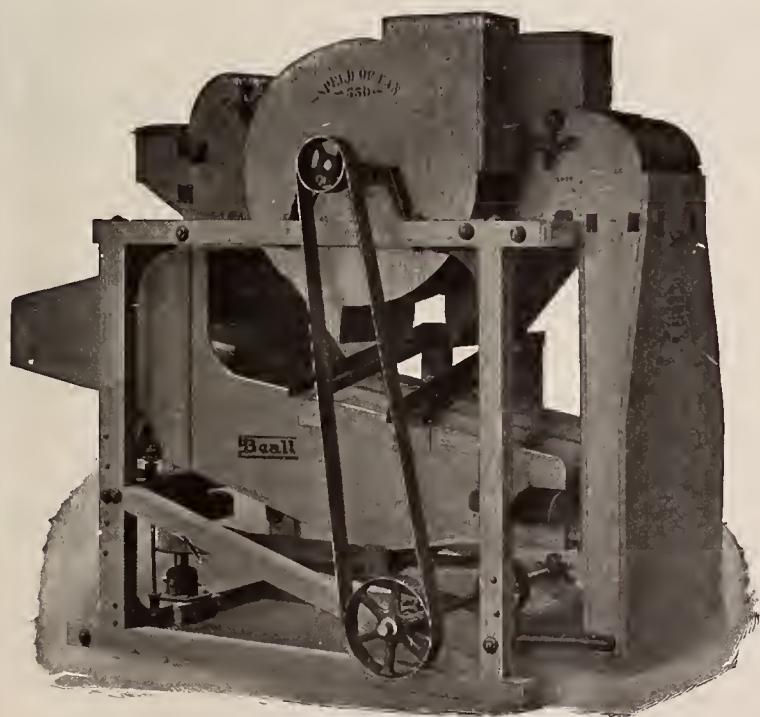
Contractors' Eq'm't  
Cordage  
Cotton Duck  
Derricks  
Electricians' Tools  
Engines  
Fire Fighting Eq'm't  
Flags  
Foundry Supplies  
Grain Elevator Supplies

Hoisting Engines  
Hose  
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Marine Eq'm't  
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Nuts  
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Packing  
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Cement Finishing Tools  
Pile Drivers  
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and Tools  
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Tackle Blocks  
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**GEO. B. CARPENTER & CO 440 NO. WELLS ST. CHICAGO**



Built in ten sizes

**Beall**  
THE MARK OF QUALITY

## WAREHOUSE AND ELEVATOR SEPARATORS

are saving money for many grain elevator owners and are "Doing Their Bit" for Uncle Sam. A large number have been installed as repeat orders—reflecting the buyer's keen appreciation of a really valuable and superior machine.

They are designed and built to be the last word in grain cleaning efficiency and that's what elevator men should be most interested in.

Why not link your elevator with a machine that carries the unqualified endorsement for consistent performance of all those who have installed them?

**The Beall Improvements Co.**

(INCORPORATED)

Decatur

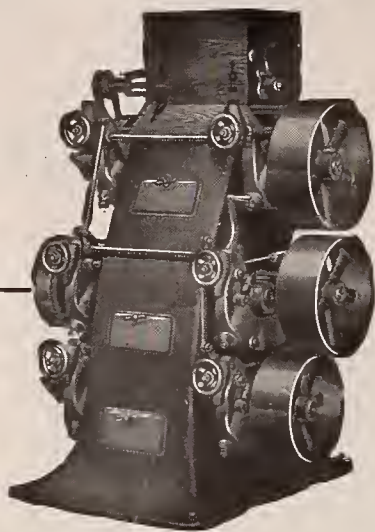
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Illinois

Write today for list of Beall operators who will give you facts regarding the efficiency of this separator. We will also mail our booklet on grain cleaning which will interest you.





**You need this sturdy, capable,  
general purpose mill**

For grinding feed, table corn meal, pearl meal, linseed, etc., you can use this mill with great profit. This mill is built by men who know milling conditions, for those who want the best in milling equipment.

**N. & M. Co.  
Three Pair High Mill**

It has the characteristic N. & M. Co. rugged strength combined with flexibility of operation necessary to handle widely different stocks. Will grind extremely fine, medium or coarse, just as you wish.

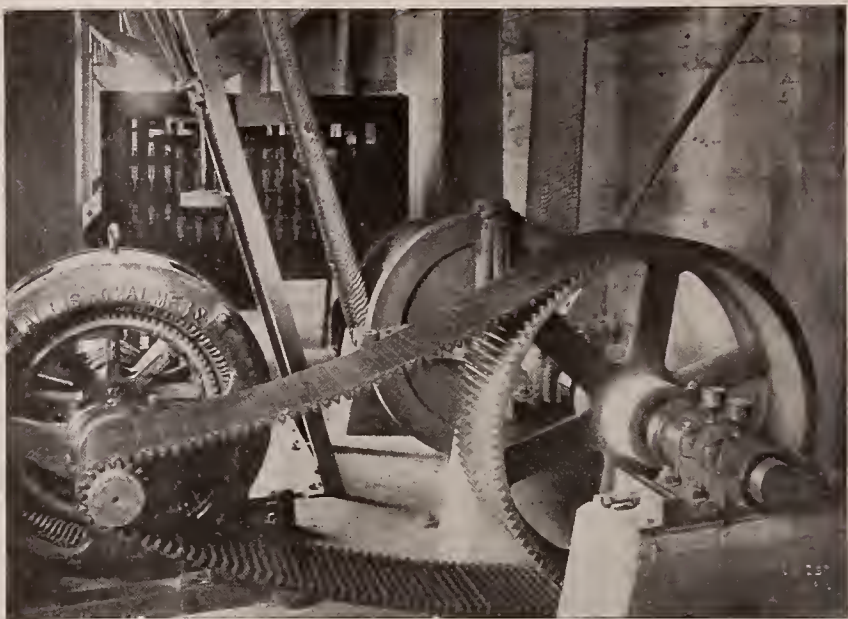
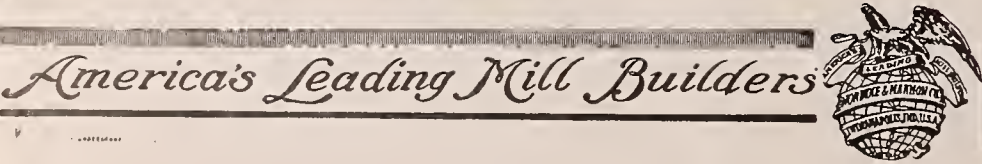
Solid one piece cast frame—doors for examining stock beneath each pair of rolls—Ansonia rolls with our easy running, long wearing, collar oiling bearings—one lever simultaneously spreads or closes all three pairs of rolls—any pair of rolls may be removed without disturbing the others—furnished with either belt or gear drive on slow side.

See book on Mills, No. 1290 for details.  
If you haven't got it we will send it on request.

Everything  
for the  
Modern  
Mill

**Nordyke & Marmon Co.**  
"Food Will Win the War"  
INDIANAPOLIS, IND.  
Established 1851

Ask for  
Catalogs  
on any  
Equipment  
you need



100-H. P. "Morse" in Soo Line Terminal Elevator,  
Having 39 Drives, Total 1440 H. P.

**Cost-Finding  
and Cost-Keeping**

are the  
First Essentials of Prudent Management and Success  
Find your "Belt Slip."  
Consult every Authority.

YOUR greatest loss is that pernicious, silent, ever-present, insidious loss of slipping belts, large with new belting under most careful conditions, but with old, greasy, poorly laced and loose belts a ruinous, wasteful loss. Consult the Text Books.

DO you know your accumulated loss due to the series of belts between your power and producing unit, and the unnecessary fuel that you are using and your loss in production? Consult the Authorities.

*Flexible as a Belt—Positive as Gears*  
**MORSE ENGINEERING SERVICE.**

AIMS by thorough analysis of your power service to determine what can be done to increase production at the same time lowering costs and maintenance, submitting reports of the individual specializing expert, going deep into your problem showing the saving in space and construction costs. Assistance without obligation.

Let us have your general layout and design a chain drive to suit the special existing conditions.  
MORSE Drives insure profits against competition.  
**LARGEST MANUFACTURERS OF CHAIN DRIVES  
IN THE WORLD.**

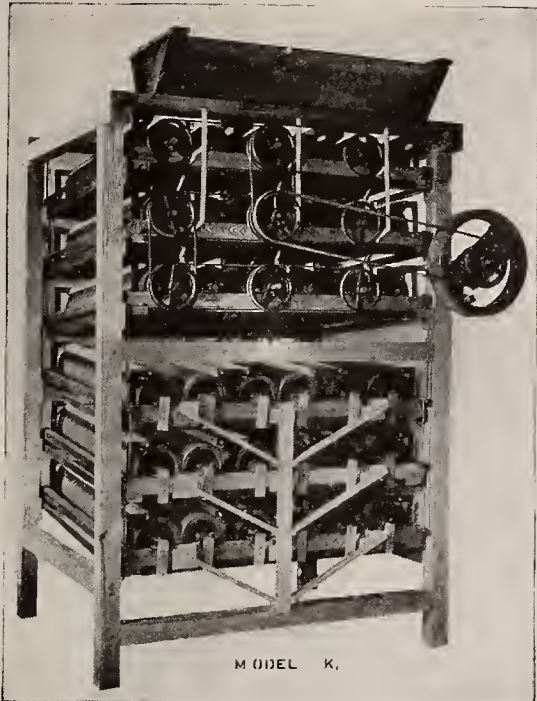
**Morse Chain Co., Ithaca, N. Y.**

ENGINEERING SERVICE OFFICES	
BOSTON, Mass.....141 Milk Street	KANSAS CITY, Mo., Morse Engineering Co.
CHICAGO, Ill..Merchants L. & T. Bldg.	R. A. Long Building.
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NEW YORK CITY...50 Church Street	Chemical Building.
PITTSBURGH, Pa., Westinghouse Bldg.	LICENSEES FOR EUROPE AND EASTERN HEMISPHERE
SAN FRANCISCO, Cal., Monadnock Bldg.	The Westinghouse Brake Co., Ltd.
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Candler Bldg.	
CANADA.....Jones & Glassco, Regis'd	
Montreal, St. Nicholas Building.	
Toronto, Bank of Hamilton.	



## To the Seed Trade!

After eight years of experience and close attention in our own seed cleaning house and other seed cleaning houses in separating Buckhorn and Rape from Clover Seed and Alfalfa we have developed and are now manufacturing



### The Improved KING Buckhorn Machine

which we declare Perfectly Practical and Practically Perfect in its work. The shortening of the reels to four feet has increased its cleaning efficiency 100 per cent and reduces the floor space requirement so essential in any work house.

The small horsepower necessary due to the center drive feature, the individual feed arrangement, the seed delivery to one central spout, the principal of cleaning, the simplicity in construction, minimum wear and the capacity and quality of the work governed by the incline of the rails makes the machine a necessity in every plant where seed cleaning is done.

Write today for a "King" booklet describing fully the merits of this machine. Do it now.

**KING MANUFACTURING CO.**  
NORTH VERNON, - - - IND., U. S. A.

## A Shipping Scale Not Affected by the Settlement of the Elevator



All SHIPPING SCALES in country elevators have been more or less unsatisfactory due to the fact that they were *not designed nor installed* to meet the conditions that exist in country elevators and give correct weight.

Scales of the *prevailing types* now in use must have *substantial foundations* in order that they may weigh correctly.

There is but one place in a country elevator to locate a scale and know *definitely*, that after weighing, that all of the grain gets into the car, and that is in the top of the elevator.

The BIRD SHIPPING SCALE is placed in the cupola, operated from below and weighed directly into the car.

The BIRD SCALE is entirely suspended and not affected by the settlement of the building, therefore needs no separate foundation.

The BIRD SCALE automatically records the *correct number of drafts*.

A scale ticket shows the number of drafts, the exact weight of each draft and consequently the exact total, net weight of the grain and it all went into the car.

This ticket is a record of proof in case of shortage at destination and a BASIS of CLAIM.

**C. E. BIRD & CO.**  
Minneapolis, - - - Minn.

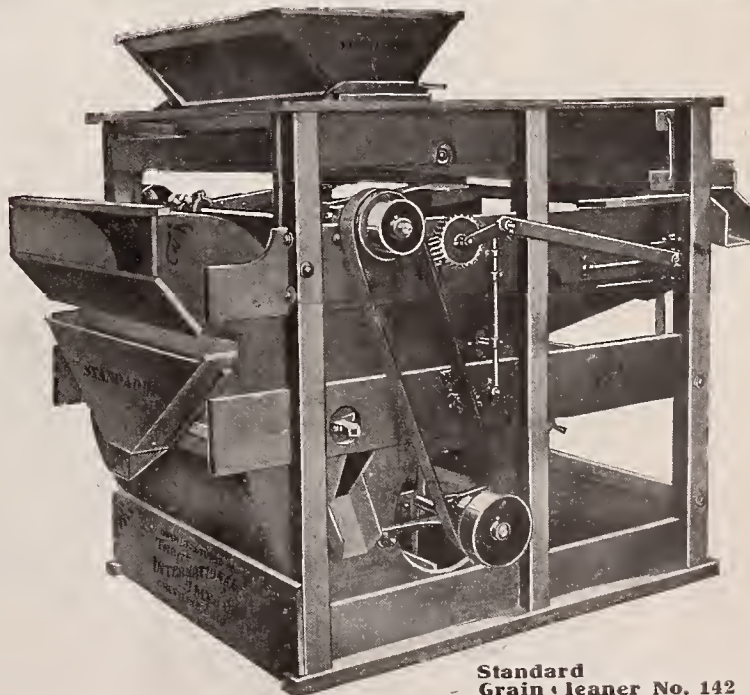
# Harwood-Young Co. Grain

—  
"H-Y" SERVICE  
—

Chamber of Commerce  
**P E O R I A**

## A Standard Cleaner in Your Elevator This Year Will Assure Standard Grades.

THIS No. 142 Standard Grain Cleaner is especially valuable as a small receiving separator, requires little power, is easy to install, is a moderate-priced machine, will make your wheat grade equal to any, and better than many, and is an example of war-time economy. It contains valuable improvements, fully protected by patents, and should form part of the equipment of every grain elevator.



Standard  
Grain Cleaner No. 142

Write today for our illustrated booklets before deciding on your new equipment. It will mean money in your pocket this year.

**INTERNATIONAL MFG. CO.**  
CRESTLINE, - - - OHIO





# KILL EVERY RAT

*Protect the World's Rations  
By Destroying Rats*

**E**VERY year rats destroy as much food as 5,000,000 American acres produce—enough to feed the starving Belgians, Armenians, and Poles—enough to feed tens of thousands of our soldiers and civilians at home and abroad.

Rats annually destroy \$200,000,000 worth of property, mainly foodstuffs. This is considerably increased by the damage they do in weakening structures and causing fires. And it's all needless waste.

Much of this destruction occurs in elevators and mills. It can be eliminated. Do your part by making your basements, foundations, and every part of your buildings rat-proof.

Write the U. S. Department of Agriculture for detailed information and instructions for destroying rats and keeping buildings free of the most dangerous and destructive animal in the world. Organize relentless war on rats and protect the world's rations.

U. S. DEPT. OF AGRICULTURE, WASHINGTON

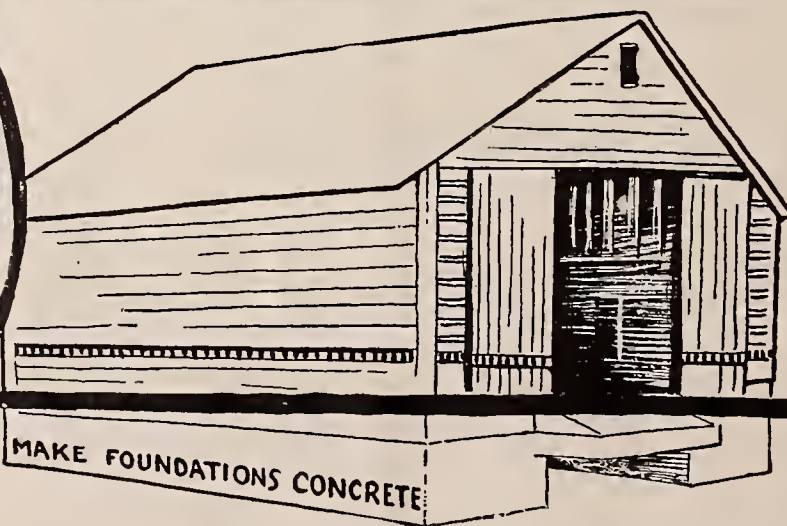
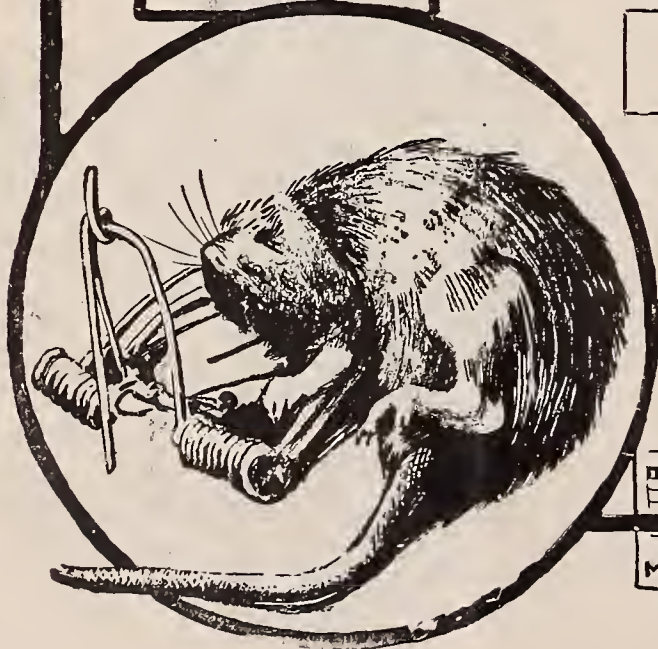
**Kill Every Rat**

United States Gov't  
Comm. on Public  
Information



Contributed through  
Division of  
Advertising

This Space Contributed for the Winning of the War by  
"American Elevator and Grain Trade"



MAKE FOUNDATIONS CONCRETE



# CINCINNATI'S

## Hay Receipts Increase 100%

The hay receipts in the Cincinnati market during the last six months have increased over 100% due to the adoption and operation of the new

## Hay Plugging System

a method of inspecting each and every car handled in this market

Best for the Shipper

Best for the Buyer



GWYNNE BUILDING  
New Home of the Cincinnati Grain & Hay Exchange.

The plugging method of car inspection makes it possible to sell hay on its merits, or feeding value, and is the surest and safest for country shippers to depend on. It also gives the buyer full assurance as to the quality and grade of hay he is purchasing.

It is Cincinnati's endeavor to serve the trade to its entire satisfaction, always, and to this end the Grain and Hay Exchange leased four tracks on Front Street from the L. & N. R. R. at a high annual rental, for the purpose of plugging and inspecting each and every car of hay handled in Cincinnati. These tracks will accommodate over 100 cars.

This improved method of car inspection assures the shipper and buyer of hay a true, honest inspection and a true, honest price on every car of hay received and shipped at this market. When the car is sold no appeal for re-inspection is permitted.

Cincinnati is the logical gateway to the South and East, which, together with the splendid local demand, makes it a most profitable market for shippers and buyers of hay.

**When shipping or buying that next car of hay try any of the following firms of the**

## Cincinnati Grain & Hay Exchange

Blumenthal, Max

Brouse-Skidmore Grain Co., The

Cincinnati Grain & Hay Co., The

Cleveland Grain Co., The

De Mollet Grain Co.

Dorsel Co., The

Early & Daniel Co., The

Eikenberry-Fitzgerald Co., The

Fitzgerald Bros. Co., The

Gale, A. C., Grain Co., The

Gowling, Alfred

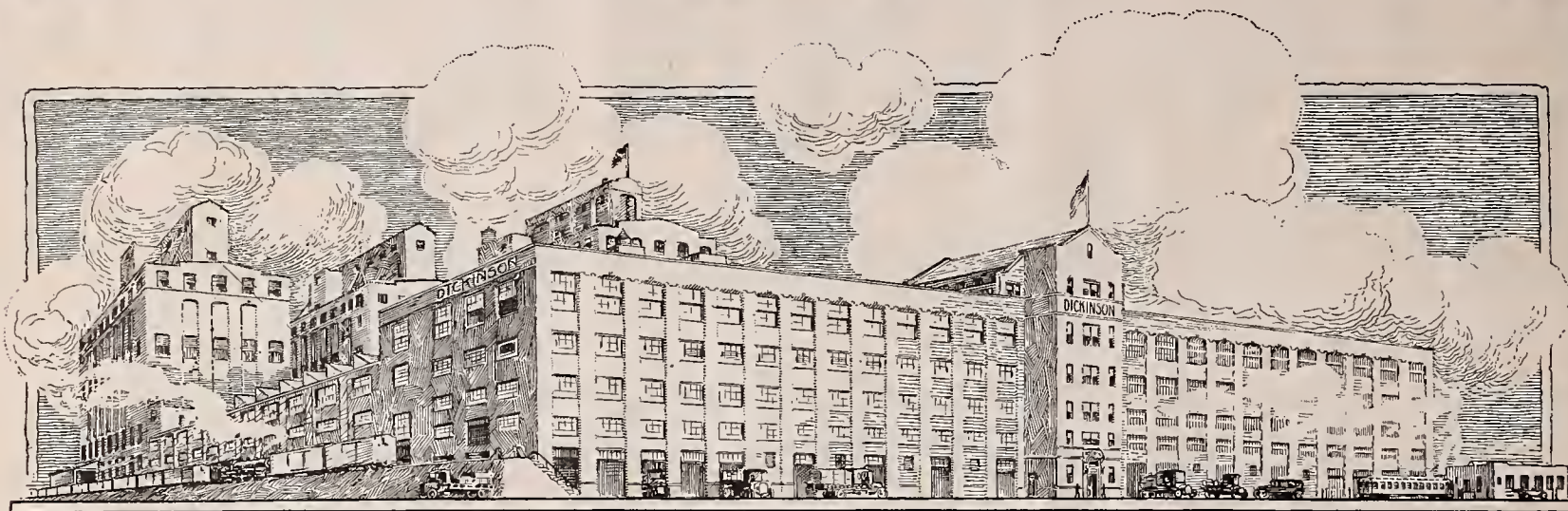
Granger, Dan B., & Co.

McQuillan & Currus

Maguire & Co.

Mutual Commission Co., The





We Buy and Sell all Varieties of  
Field Seeds and Seed Grains



We Produce and Sell  
Poultry and Stock Feeds



The Albert Dickinson Company

MINNEAPOLIS

CHICAGO



# Tropical

The Tropical Institution believes that today more than ever before it is absolutely imperative that high standards in production be attained. Today, as always, The Tropical Institution is holding steadily to its ideal—paint perfection. The needs of the Nation demand the strictest economy. The most economical paint is the best paint human endeavor can produce. That is what the name Tropical stands for.


## For Outside Painting Try TROPICAL ELASTIKOTE

Never before in the history of this country has the cost of labor been so great. How extravagant, then, it would be for any one to use poor paint when two-thirds of the entire cost of any completed job must be expended for labor, while only one-third is spent on the paint.

Elevator men have found out by costly experience that a merely good paint will not do as a covering for elevator exteriors. Elevators exposed as they are to the wild onslaughts

of the elements must have paint protection of supremely enduring quality. Tropical Elastikote under the severest tests has proved its superior stamina on elevator exteriors in many sections of the country. It is supplied in sixteen different shades.

**Tropical Paint & Oil Co.**  
CLEVELAND, OHIO



**B & P SPECIAL ENAMEL**  
is a Tropical Product which is also especially recommended for elevator interiors. It minimizes fire dangers because it prevents dust from clinging to the surface. It dries hard. Is thoroughly non-absorbent.

**COUPON**  
TROPICAL PAINT & OIL CO.,  
CLEVELAND, O.

Gentlemen:  
Send us complete details about:

(1) TROPICAL Elastikote. Surface to be covered \_\_\_\_\_ sq. ft.  
(2) TROPICAL B & P Special Enamel. Surface to be covered \_\_\_\_\_ sq. ft.

Name \_\_\_\_\_  
Address \_\_\_\_\_  
Inquirer \_\_\_\_\_





# Halliday Elevator Company

## Cairo, Illinois

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## Grain Dealers

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### Members

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- CHICAGO BOARD OF TRADE
- ST. LOUIS MERCHANTS' EXCHANGE
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**Good Service**

**Quick Returns**

**CAIRO**

**Central Location  
Official Weights and Inspection**

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# Moore-Seaver Grain Co.

KANSAS CITY, MO.

Receivers and Shippers - Get our Bids to arrive

## Corn - Oats - Barley

*Always in the Market*

BRANCH OFFICE,  
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Members: { Chicago Board of Trade  
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CONSIGNMENTS SOLICITED

Chicago :: Milwaukee

Made in  
MILWAUKEE



Cook in 10 to 15  
Minutes

*Serve Every Day  
In Some  
Appetizing Way*

Fresh From Our  
Ovens



Requires Little or no  
Sugar



## Overheard at the Milwaukee Convention!

First Dealer: By the way, to whom are you consigning your grain now, Henry?

Second Dealer: Well, for the past year I have been shipping to the J. Rosenbaum Grain Company.

First Dealer: Do you like their service?

Second Dealer: Very much so. To tell you the truth, I don't see how they do it. I have never consigned to a firm whose remittances were so prompt, who obtain such good prices, and who have taken such a personal interest in my business. Believe me, William, they're some firm.

First Dealer: Thanks, old man. I have been contemplating a change and think I'll try the Rosenbaum house. I have been a reader of the *Rosenbaum Review* for over a year, and it seems to me the firm who can get out a paper like that is a good firm to tie up to.

MORAL: Consignments to J. Rosenbaum Grain Co. pay best.

### J. Rosenbaum Grain Co.

Home Office : : : : Chicago, Illinois

Kansas City  
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Omaha

Galveston

Fort Worth

New York  
New Orleans

W. M. RICHARDSON

## RICHARDSON BROTHERS

### BROKERS

and

### Commission Merchants

*Grain*

*Flour*

*Mill Feeds*

The Bourse

PHILADELPHIA, PA.

If you can ship Wheat, Rye or Oats (either Export or Domestic Billing) wire us limits. Basis track Philadelphia.



USEFUL MEN AT ALL TIMES PUBLISH  
THEIR USEFULNESS

USE                      Edward P.                      John A.  
**McKenna & Rodgers**  
**Grain Merchants**  
Chicago Board of Trade

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Shipping: Luther S. Dickey Jr.  
Operating, McKenna & Rodgers Elevator "A"

IN EVERYTHING — PLEASING

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**Grain—Provisions—Cotton—Stocks—Bonds**

Consignments and Offers of Cash Grain to Arrive Solicited to the  
Following Markets:  
Chicago                      Milwaukee                      St. Louis                      Peoria                      Indianapolis  
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Main Office: The Rookery                      -                      -                      -                      Chicago, Ill.

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FOR BEST RESULTS SHIP YOUR GRAIN TO US



W. C. Goffe

G. S. Carkener

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# Goffe & Carkener Co.



105-107 CHAMBER OF COMMERCE  
ST. LOUIS



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"The Consignment House That Gets Results"

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# Millions

Our advertisements in the leading Farm Magazines are now being read by millions of farmers from coast to coast.

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GET THE  
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**Ankorite**  
STEEL FENCE POSTS

Our advertising will make Ankorite Post sales for you. Get the exclusive sale rights on this farm necessity now. Easy to sell—convenient to handle. Get our proposition—write now.

**CALUMET STEEL CO.**  
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CHICAGO

The Ankorite is a superior post. Let us tell you why.

Prompt Shipment  
Any Quantity,  
From Mill  
Direct to Dealer.

# of Farmers

PATENTED



# Get In Touch With Us

We Specialize in

**Dry Natural Milling and  
Feeding Corn  
Feed and Milling Barley  
Oats  
Kaffir Corn  
Milo Maize**

We are especially equipped to supply all orders filled to suit buyers of split or straight cars.

Our privately owned elevator is especially equipped for sacked or bulked grain.

**Shipping a Specialty**

**We handle large quantities for both export and domestic trade.**

*Write, wire or phone us your needs*

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*We Invite Correspondence from Importers and  
Foreign Agents*

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PHILADELPHIA, PA.



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Receivers and Shippers in  
Car Lots and Mixed Cars



GRAIN, HAY,  
STRAW and  
MILL FEED

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PA.

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New Orleans

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### MEMBERS

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## Bartlett-Frazier Co.

### Grain Merchants

Consignments  
Solicited

*Western Union  
Bldg., Chicago*

Future Orders  
Executed

TELEPHONE WABASH 2310

Receivers, Shippers, Exporters.

Our elevator capacity is above 10,000,000 bushels, with terminal houses at Chicago, Indiana Harbor, Minneapolis and Manitowoc.

Members of Grain Exchanges of  
Chicago, Minneapolis, Duluth, Winnipeg, New York,  
Baltimore, St. Louis, Kansas City and Omaha.

Cash and Future Orders Executed in All Markets.  
Private Wire System.

Our Facilities for Gathering and Distributing Crop and Market  
News Are Unexcelled.

## NIAGARA

Grain and Flour Mills  
Co., Ltd.

506-7-8 Royal Bank Building  
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Let Us Have  
Your Offers  
On Corn



# RANDOLPH GRAIN DRIERS

STEAM OR DIRECT HEAT      CONTINUOUS FLOW      MADE IN ALL SIZES

**O.W. RANDOLPH CO. TOLEDO, O. U.S.A.**

## WALTERS BROTHERS

**75 Board of Trade, CHICAGO**

Featuring consignments, grain to arrive, with service at all times up to standard. Dealers everywhere will find us ready for quick business in

**GRAIN**

**HAY**

**SEEDS**

Write—Wire—Phone

Established 1900

## The J. H. W. STEELE COMPANY

Incorporated

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## BURDICK-THOMAS COMPANY

### GRAIN

CONSIGNMENTS SOLICITED. AT YOUR SERVICE  
WHEREVER GRAIN IS BOUGHT OR SOLD.

If you haven't consigned to Burdick-Thomas Co., ask your neighbor who has.

CHESTER M. MARTIN, Mgr. Cash Grain Dept.

PENOBSCOT BLDG., DETROIT, MICH.



# Safety First!



THE "Safety First" principle is best observed by being on guard against danger. Dust, acid, gas and smoke laden air in mines, chemical laboratories, cement mills, steel and iron mills, flour mills and elevators, and at big fires, take a big toll of lives every year.

GOODRICH White Rubber Respirators are light, convenient, easily adjusted and of a superior effectiveness under the worst conditions.

Write us for complete information on this simple safety appliance.

## THE B.F. GOODRICH RUBBER COMPANY

Makers of the Celebrated Goodrich Automobile Tires—  
"Best in the Long Run"

The City of Goodrich—AKRON, OHIO



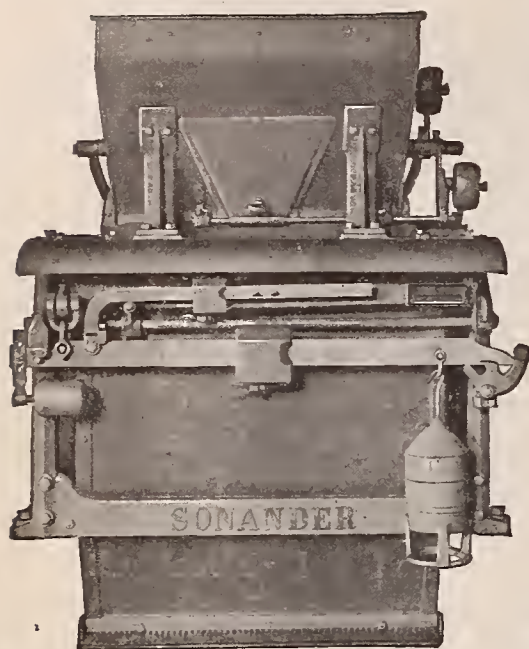
# RESPIRATORS

MADE BY

# GOODRICH







Every grain shipper must "maintain adequate weighing facilities," etc., according to Section 21 of the Pomerene Bill. Then why not install a

## SONANDER Automatic Grain Scale

You will have to comply with the term "adequate" and surely want to insure payment of your railroad claims.

Write to your nearest office for booklet of accurate weighing of grain and the accuracy of the Sonander.

**Howe Scale Co. of Illinois**

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1510 Main St., Kansas City, Mo.

F. L. Rogles, Mgr.  
W. C. Peak, Mgr.

**Pacific Scale & Supply Co.**  
For Washington, Oregon and Idaho

46 Front St., Portland, Ore.  
546 First Ave., So. Seattle, Wash.

Wm. Schweizerhof, Mgr.

## HUMPHREY EMPLOYEE'S ELEVATOR



*The World's  
Standard Belt  
Man-Lift*

Endorsed and specified  
by the best engineering  
and construction  
companies.

**The HUMPHREY  
Patented Strictly Auto-  
matic Stop Device**

Adapted for use on all new and old  
Elevators of this type.

Particulars on application.

**Humphrey Elevator Co.,** Sole Manufacturers.  
FARIBAULT - MINN.



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**FLOUR and FEED MILL MACHINERY  
STEAM and GAS ENGINES**

PULLEYS, SHAFTING, GENERAL POWER TRANSMISSION  
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Largest Factory and Stock in Western Country

SEND FOR 450-PAGE CATALOG

**GREAT WESTERN MFG. CO.**

General Office and Factory  
LEAVENWORTH, KAN.

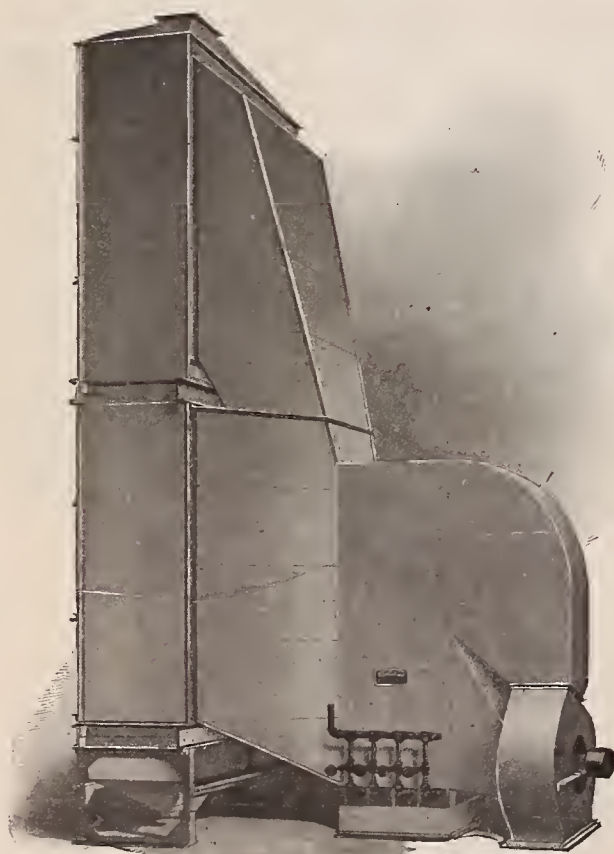
Warehouse and Sales Room  
1400-1402 West 12th St.  
KANSAS CITY, MO.

## Grain Driers

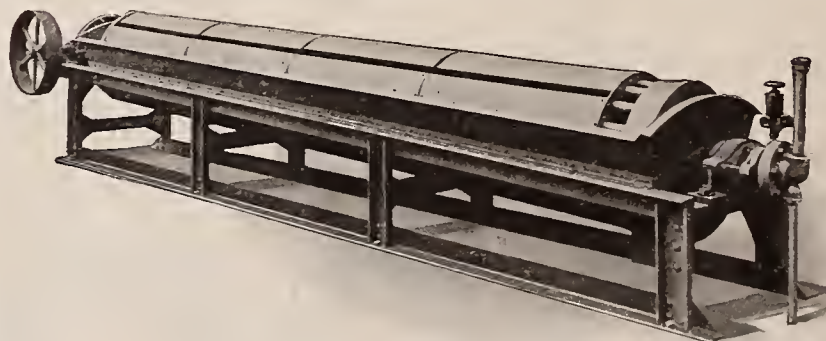
Wire cloth drying columns—prevents cracking, blistering  
and discoloring.  
Continuous operation—produces uniform work.  
Ball Bearing Fan—requires less power.

## Meal Driers

All steel construction—fireproof and rigid.  
Semi-steel castings—35% stronger than cast iron.  
Ball bearings throughout—requires less power.



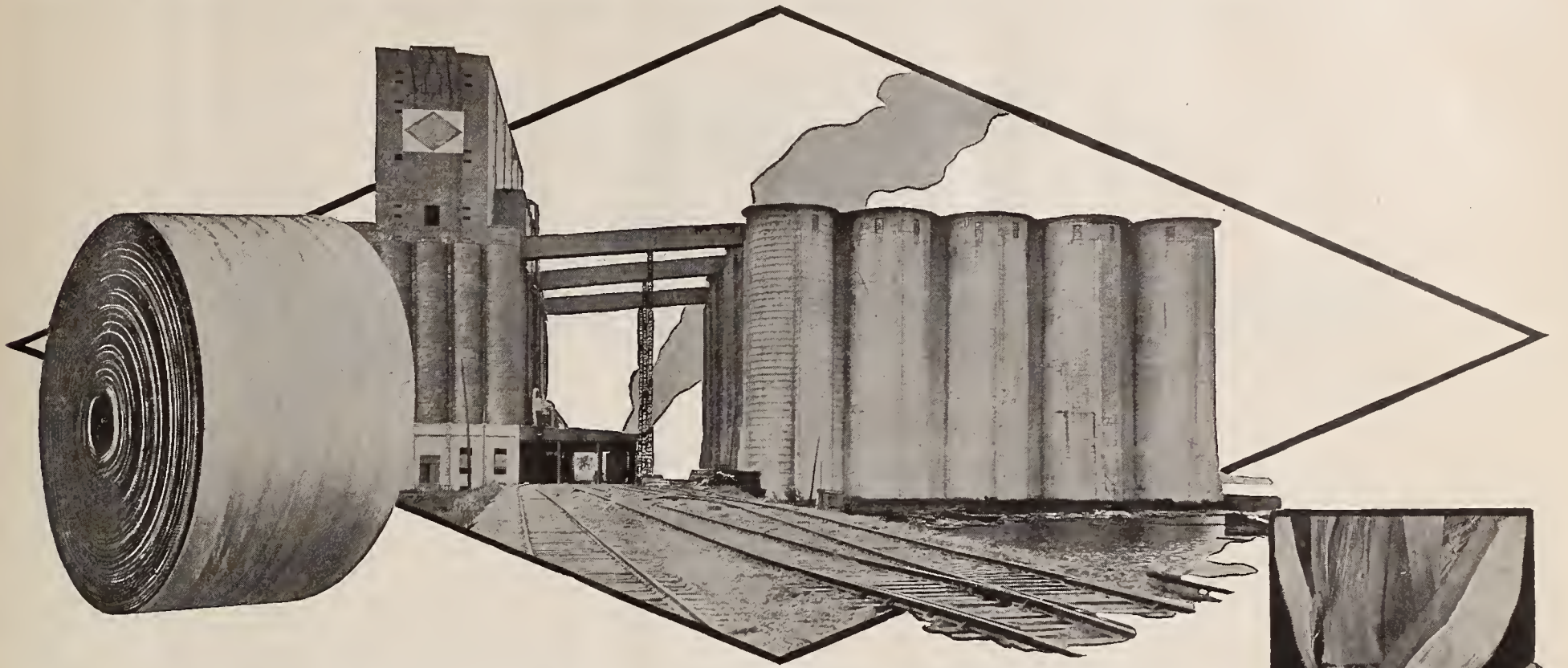
Grain Drier—Portable Type.



Meal Drier—Open Type.

**THE ELLIS DRIER CO.**  
Chicago, Illinois





## This Newer Diamond User Speaks Like the Rest About Diamond Service

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## GRAIN ELEVATOR BELTS

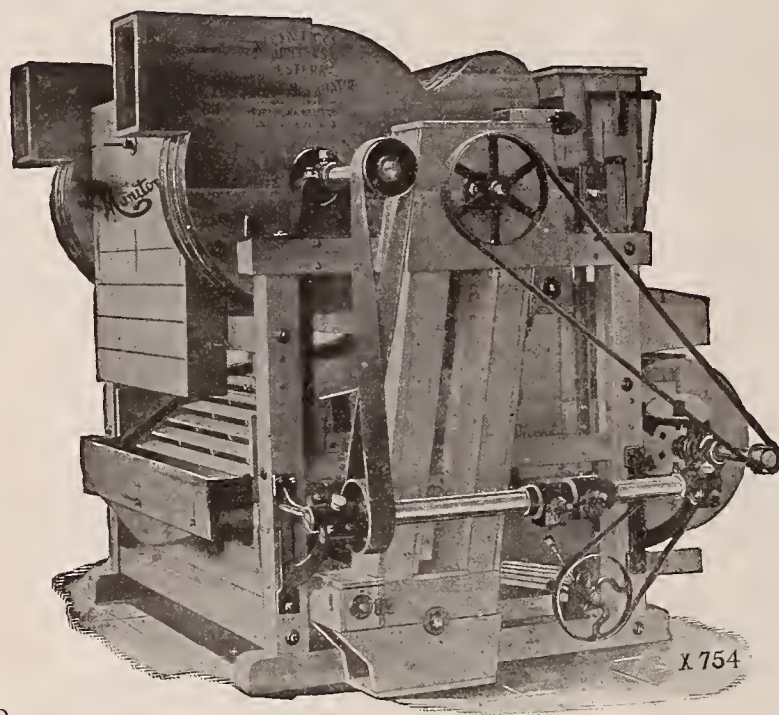






# Monitor Northwestern Separator

## FOR TAKING OATS OUT OF WHEAT



PATENTED

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separating Succotash Mixtures  
BUT  
is a first class machine for all  
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—you can't beat it.

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Silver Creek  
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A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.



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Established in 1882.

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CHICAGO, ILL., OCTOBER 15, 1918.

NO. 4

## New Council Bluffs Terminal Elevator in Operation

IN our issue of April 15, 1917, a preliminary announcement was made of the new Chicago & Northwestern Railway Elevator to be built at Council Bluffs, Iowa. Since April of the present year this modern cleaning, storage and transfer elevator has been in operation by the lessees, the Updike Elevator Company of Omaha, Neb., and we present herewith a picture of the completed house.

The elevator was designed by the Witherspoon-Englar Company of Chicago and was built by this firm and Grant Smith & Co. of Chicago. It is of reinforced concrete with storage capacity of 1,300,000 bushels and represents the final word in form of building, machinery equipment and arrangement

for unloading, cleaning and transferring its share of the great crops of Western grain.

A recapitulation shows that the entire plant comprises a working house with track shed, drier house, office and welfare building, boiler house, dust house, bleacher tower and sulphur house. The track shed is 150 feet 8 inches by 70 feet and spans four tracks with six receiving sinks. The work house is 165 feet 8 inches by 45 feet 8 inches and is equipped with three receiving legs, three shipping legs, two cleaner legs, two clipper legs, one screenings leg, two drier legs and one bleaching leg.

There are also nine 2,000 bushel hopper scales, four No. 11 style "C" Monitor Warehouse and Eleva-

tor Separators, one No. 11 Monitor Smutter, four No. 11 Monitor Oat Clippers, one No. 6 style A Monitor Screenings Machine, two Monitor Dust Packers furnished by the Huntley Manufacturing Company of Silver Creek, N. Y.; two No. 7 Richardson Separators, one mustard machine, gravity type, one bag sewing machine. Rising above the first story, which has a height of 25 feet, are 72 bins affording storage for 309,500 bushels. These bins have a height of 70 feet.

The storage house consists of 36 reinforced concrete tanks each 21 feet 11 inches inside diameter and 85 feet deep with total capacity of 977,000 bushels. A conveyor gallery containing three trans-



NEW CHICAGO & NORTHWESTERN RAILWAY ELEVATOR, COUNCIL BLUFFS, IOWA  
Designed by Witherspoon-Englar Company, Chicago; Built by Them and Grant Smith & Co., Chicago.



rer belts leads from the work house to the tanks and three tunnels beneath provide for return grain. The conveyor belts have a capacity each of 15,000 bushels per hour. The entire house is equipped with the Zeleny System, furnished by the Western Fire Appliance Works of Chicago, to register the temperature of the grain in the bins at all times.

More than usual attention was given to the machinery arrangement. The drier is of the Morris type furnished by the Strong-Scott Manufacturing Company of Minneapolis, Minn. The Cyclone Blow Pipe Company of Chicago supplied the dust collecting system and Diamond Belts manufactured by the Diamond Rubber Company of Akron, Ohio, operates the belt conveyors. All the elevators are operated by rope drives. The conveying and elevat-

ing machinery was supplied by the Webster Manufacturing Company of Tiffin, Ohio. Allis-Chalmers motors drive the machinery.

Since the operation of the new grain grades and the economies in handling and shipping which have been forced on the grain trade, and every other trade for that matter, as a result of the war, only the elevators with the most complete equipment and the most perfect handling facilities meet all the requirements demanded by the new conditions. In these respects the new elevator at Council Bluffs meets the most exacting requirements, for apparently nothing in design or machinery has been overlooked to make the house a perfect instrument for the purpose for which it was designed. Operating tests have fully sustained the confidence of the builders

food should be sufficient incentive to every grain man to do all in his power to bring about an increased yield of the food crops in his section; and even if he stands by himself, without the aid of other grain men or business men, he can at least do something to help along the good cause. Of course, one man working alone could hardly secure the employment of a county agricultural agent—although this, even, is not impossible; but he can "boost" the work of the State and sectional agricultural schools and their traveling representatives, and pass along the good word to every farmer he knows, that it is possible to get more wheat and corn to the acre, and more money in the bank account, simply by doing things a little more according to scientific methods, and less by old-fashioned rule of thumb.

Incidentally, this might mean that many a grain man could, with considerable advantage, read up a trifle on advanced methods of raising wheat and corn, and attend a few meetings arranged by State college experts on these subjects. The chances are that he would find himself learning things he had either never known or had forgotten, and that he would be moved with a fresher enthusiasm for the very real and substantial possibilities of getting better results by the employment of better farming methods.

## A Campaign for More Grain

BY KENNETH C. CRAIN

IN spite of the fact that the grain trade has its hands full just now, and will have for several months to come, in taking care of the wheat and corn crops of the country, nobody realizes better than the grain man the necessity for keeping food production up to the maximum, and making that maximum larger than ever before. He knows—it is his business to know—just how close the margin is for this country, and for the world, between plenty and hunger, and he knows, therefore, how vital it is that nothing be permitted to interfere with the vast work of producing food in ever-increasing quantities.

In most cases, however, his knowledge does not move him to do anything in particular about it. He feels that he is doing his share by working day after day to move the crop, whether he is a buyer in a village or a receiver and shipper to export points in a good-sized market. This work, of course, is absolutely essential to the handling of the grain; but it is not all that can be done by the intelligent and patriotic grain man who is alive to his opportunities—not by considerable. And there are enough members of the trade who have realized this to have had, already, a real effect on the volume of wheat and corn produced in this country.

As a matter of what economists call intelligent self-interest, as well as of patriotism, and of a warm desire to aid America's Allies in the world war, every grain man should consider seriously what he can do to aid in the work of increasing grain production in his immediate section. And if every member of the trade did his share in this, it would mean that in every part of the United States farmers would plant a larger acreage of the two great food crops, would harvest larger yields of each, would have more grain to market through local dealers and to ship to nearby markets, and that, in brief, the total crop of the country would be vastly larger and correspondingly more valuable. Everybody realizes this, as an abstract proposition; but when everybody also realizes that it is not a mere theory, but something plain and practical, and readily to be accomplished, a long step will have been made toward getting something done.

This is not to say that the trade has been idle in this respect, for the contrary is the case; but it is a fact that there are a great many grain men who have not done their fair share of the great work. If they only knew what their fellows have accomplished, they would perhaps feel a little more responsibility in the matter of holding up their end, in every county in the United States, unless the ante-war motto of "Let George Do It" is still in force.

For instance, take a certain county, in which is located a good-sized city, the terminal point of a number of railroads, and a sort of half-way point between tidewater and the big wheat and corn-raising sections. This county is like thousands of others in its location, in the diversity of its crops, in the fact that it is not devoted exclusively to any one or two crops—and, most of all, in its possibilities. These possibilities, as far as increasing the yield of wheat and corn are concerned, were not realized until the local grain men began to work on

the matter, two or three years ago. Since the United States got into the war, and this country's duty of feeding the Allied countries became a part of every American's knowledge and consciousness, the work has been intensified, of course; but it was the preliminary work of the preceding year or so that made the results that have been achieved possible.

The grain men were aided from the start by the local organization of business men, which co-operated in arranging for the employment of a permanent county agricultural agent, fully qualified to educate the farmers in the ways and means of securing the best results. He showed them how to increase their yield by thorough preparation of the ground in advance of sowing; how to test their seed, in order to be assured that there would be no loss through lack of fertility in the grain planted; how to cultivate the crop to the best advantage, and what fertilizers, and in what quantity, should be employed; and, in a word, he worked with all his knowledge and his energy to improve agricultural methods in that section.

The modus operandi was sufficiently simple. Neighborhood meetings were arranged at appropriate seasons for the various operations referred to, at which, with a leading farmer as chairman, and a holiday atmosphere, with a picnic dinner and other attractions, the agent would give a lecture and demonstration on the subject in hand. These meetings would in the end cover the entire county, and at the end of each series it could be said that few farmers were in ignorance as to how their land could be cultivated to the best advantage, or how to test seed, or whatever the subject of the talks might have been.

Prize contests, designed to give something of the spirit of competition to the work, and to lend an incentive which might otherwise be missing to the farmers to follow the advice of the agent, were a part of the campaign, and it required only a single season to make the awards for the best average yield, the best acre, the best dozen ears, the best bushel of wheat, and so forth, highly coveted, resulting in warm competition for the succeeding year. This aided very materially in accomplishing the desired end, and enabled the reports of the agent, at the end of the second year, to show splendid improvement in every respect.

"As far as the grain trade here in the city and in the county is concerned, it goes without saying that the increased yield which has been recorded, both in wheat and corn, is worth while," said a leading member of the trade. "It gives the local buyer more business, and, in turn, gives the city receivers more grain to handle. The most important feature of the work, however, from the broad standpoint, is the value of the increased production as a factor in enabling us to hold up our end in feeding the country and the world; and, incidentally, the move has been of direct value to business interests in general in this section, because every extra bushel of grain has meant just that much more money in the pockets of the farmer, making him just that much more valuable to the merchants, the banks, and to the community as a whole."

Just now, however, the need of the world for

## RULES FOR GRAIN SHIPMENT PERMITS

Rules for obtaining permits to ship grain have been issued as follows:

1. Application for permit may be made either by shipper at point of origin or by consignee at destination. It must be in writing and on prescribed form.
2. When application is made by shipper it must be transmitted by railroad agent at point of origin to the grain control committee at destination; consignee's application should be made direct to grain control committee.
3. Application for permit for shipment from one primary market to another will be made to the grain control committee at the originating primary market for transmittal to the grain control committee at destination market; permit when issued will be returned through the same channel.
4. Grain control committee will consider applications in the order in which they are received, and will issue permits as conditions warrant.
5. When applications are approved, permits will be issued in triplicate and numbered serially, with pre-fixes as follows:  
CH—Chicago. CB—Council Bluffs. DH—Duluth. KC—Kansas City. MK—Milwaukee. MS—Minneapolis. OM—Omaha. PA—Peoria. SJ—St. Joseph. SL—St. Louis. SP—St. Paul.
- 6.—Permits shall not be transferable; they can be used only by parties authorized therein and for kind of grain specified.
7. All permits, except as indicated in paragraph three, will be transmitted by the grain control committee directly to railroad agent at point of shipment, who will note thereon date of receipt and immediately notify shipper that permit has been granted and that shipment covered thereby must be made within five (5) working days from date of such notification.

The committee will also send copy of permit to transportation officer of the road on which shipment originates except where handled in accord with paragraph three. The third copy of the permit will be retained for committee's files.

The committee will also notify consignees of action taken with reference to application filed by them.

8. Number of permit must be shown on waybill as authority for the shipment. This number will be recognized by all carriers as authority for forwarding of shipment against grain embargoes.

9. Shipments moving on permits may not be reconsigned from one market to another market where permit system is in control unless new permit is obtained in prescribed manner.

10. Agent at point of origin will advise grain control committee at destination on prescribed form as shipments are made.

Grain control committees have been established at all primary markets, and you will be advised of the personnel of these committees later.

THE total volume of grain moved by the railroads in all parts of the country during the period from July 6 to September 21, amounted to 367,886 cars, against 260,500 cars moved during the corresponding period of 1917. The present movement was divided as follows: Eastern, 72,396 cars; Northwestern, 101,114; Central Western, 120,550; Southwestern, 57,500 cars.



## A Grain Elevator Tour in War Time

No. 11—A Jump from the South to Ohio

BY JAMES F. HOBART

It is something of a skip from an elevator in Memphis, Tenn., to one in Mansfield, Ohio, but that's not so bad when it is considered that "ye scribe" lives in Indianapolis and stopped long enough in St. Louis to get married! Fact, nevertheless, and on top of that, an editor of a milling journal wrote: "Please accept my congratulations—and my sympathy!" But somehow, haven't seemed to have needed the latter as yet, and expect to rub along for a long time without having to lay in a stock of that commodity.

But wife and self reached Indianapolis just before the Cleveland Elevator's structure at Beech Grove was destroyed by fire and a whole lot of good grain ruined. This was a mighty well built elevator for a wooden one and something of its characteristics were described by the writer in an earlier article in the "American Grain Trade." There was a whole lot of police investigation in relation to the burning of this elevator, which seemed to have taken fire up in the top of the "house," but there was something said in the daily press about the night watchman upon his arrival at the elevator, having been instructed to search for a hot bearing, a stench or smell similar to



THE BOMBER TRIUMPHS AGAIN

that arising from a heated journal having been present in the afternoon.

A whole lot of talk and print was also circulated to the effect that the elevator was destroyed by fire which had its origin in a German bomb, which in turn had been placed in the upper part of the elevator, over 100 feet from the ground. One enterprising reporter wrote an account for his newspaper of how the daring bomb-placer could have reached and placed a bomb where the fire was evidently first discovered, by "climbing up the fire escape!" Wonder since when, grain elevators have been equipped with outside fire escapes! I remember, of course, that absurd ruling in Kansas a year or so ago, though it seems that even in that state, the elevators have managed to dodge the fire escape.

Mansfield, Ohio, is a very pretty city of about 25,000 population and its directory lists three flour mills and five grain elevators. But some of the five are very small, hardly more than storerooms, with a single elevator leg placed therein for raising bulk grain to a little house built above the single story roof, from whence the grain can flow by gravity to any part of the small, low structure.

Notably thus, are the two buildings of The Mansfield Hay & Grain Company. The larger establishment is located on Fourth Street beside the Pennsylvania Railroad. The smaller place is on



HE FINDS PROSPERITY IN THE NORTH. BUT—

Second Street, also on the same railroad. But bulk shipments seem to have almost disappeared; sacked grain only being in evidence at these places.

The Second Street elevator or warehouse was found sandwiched in between a coal yard and a concrete block manufactory upon the immediate premises of the "Elevator." Motor truck distribution seems to be the thing from both these elevators and at the time of my visit to the Second Street place, a most animated discussion was in effect between the driver of a truck and the Elevator attendant about the making of a bet between the two, that the 1½-ton truck operated by the driver, could handle and had handled more than 3-ton loads? The stakes to be a "long shot" of \$7 to a nickel. But, when the driver figured in the weight of his truck, about 3200 pounds, as a part of the load then the bet was declared off by the elevator man!

I was just closing my typewriter preparatory to making a visit to The Mansfield Elevator on Harker Street, when the postman brought in a letter from a grain dealer in Iowa, which seems of such great interest to other Northern grain men that I want to let you read both the letter in question and my reply thereto. This is the letter:

"Somewhere in Iowa," Aug. 17, 1918.

Mr. James F. Hobart,  
c/o American Grain Trade,  
Chicago, Ill.

Dear Sir:—The writer has read your various articles relating to your experiences in the South, as they have appeared from time to time in the "American Grain Trade," and with the end of the letter in the August issue, which came to me today, I decided to impose myself upon you for some information and beg your indulgence.

I have long felt an interest in the South, but have not been below Memphis, so am not at all acquainted



THE FOOTPAD REFUSED TO TAKE IT

with conditions further down. In your opinion, are there any opportunities for either the grain or the farming business in the South country? I know conditions in general are vastly different than up in this northern country, but I am wondering if one from the North could go down there and make a success of either business?

Having been in the grain business so long, I naturally feel that if engaging in any business, I should want to go into a business which I have some knowledge of. Your reference to the alfalfa farming interests me, for if I were to engage in that branch of business, I have a very interested feeling for that product, as having great future possibilities.

The one reason that first caused me to consider the South, is the fact that I am more or less allied with "old man rheumatism" and the Northern winters are getting a little too long for me.

I shall certainly appreciate any information you care to give me along this line, and thank you for the courtesy of consideration of my letter.

Yours truly,

And here is exactly what I said to this gentleman. I told him that there was all kinds of opportunity for business "down South" either in the grain business, or at farming. There is a great tendency down there, for the negro element to move north. In fact, thousands of colored laborers have already left the South and settled in the North and there is a great opportunity for Northern energy and diversified "go-aheaditiveness" to find employment in the South. There is already much of it down there now, but there are great openings for many times as many Northern men—and their methods—down there.

The grain business, and farming as well, are



THE POLICE INVESTIGATED THE MATTER

just where they were 100 years ago, capable of great development, but "rubbing along" in sleepy shiftlessness. There is every chance down there, for machinery and modern methods, for the development of immense areas of grain farming, into which areas the use of machinery is just entering. The tractor is just breaking its way into Southern agricultural economy and there is an immense field for development right there.

There is great opportunity for the raising of more grain in the South, more alfalfa and also more cotton and corn. Do not understand that I would raise less acreage of cotton and corn in order to raise more grain and alfalfa. Indeed not. I would raise more of the old crops and as much more acreage of the new ones. It can easily be done when machinery is put to work on the farm, for there is still a "whole lot of ground out of doors" down South. Thousands of acres of land which never have been tilled, solely for the lack of labor to take care of the land and the crops.

Machinery will do this, and will do it very soon. Already there is an awakening down there, in a "garden spot of the earth" and there is no reason under the sun why the Southern states—except in the mountainous regions—can not be made to yield 10, yes, 20 times the croppage as at



present! All that is needed to secure this is to do it. The land is there, and ready!

For all of the great opportunities in the South, the Northern man should "stop, look and listen" exceedingly well before "In Dixie Land He Takes a Stand," for he will find things so very different down there, the methods of living and of doing business so strange, that he will all too often give up and retire in disgust at a great sacrifice.

People don't live "Down South" as they do "Up North." But they do so, far more than they used to do. The heaven is working, and more and more each year, the South is coming to recognize and adopt up-to-date and "get-there" methods, both of living and of doing business. But when a Northern man jumps down there, without any previous experience with the people and their methods, then that man has a bitter and lonesome row to hoe.

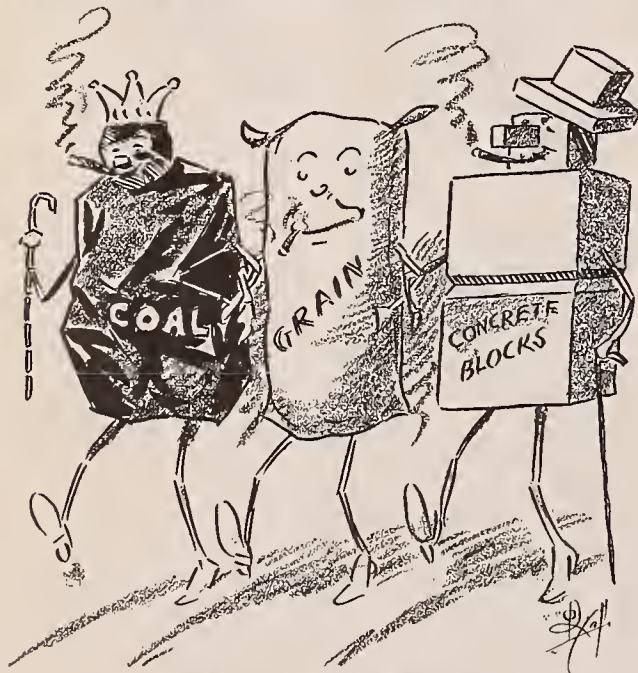
#### Nobody Understands

"He" does not understand the people down there, and "they" do not understand him, and so it goes, friction everywhere between two equally good people just because they do not understand each other. And, it's of no use for a man to go down there and try to show the people the great advantage (?) of Northern manners and customs. That will not do. It only causes derision and contempt.

The only way for a Northern man to get along down there, is to carefully study the manners and customs, adopt and follow them as far as is necessary to gain the tolerance and the confidence of that excellent people, and at the same time, to live the Northern ways until the people see and adopt the better methods from an awakened idea to progress.

There is just one way, Mr. Iowa Grain Man, in which to go South and get into business right. That way is this: Go down there and go to work for somebody in the line into which you desire to enter. Stay there for a year at least, before you locate or invest. Work in two or more places as you choose, so as to obtain an understanding of more than local scope.

Then, after a year of gaining experience, if you still desire to go into business down there, then you will know just what to do, how to handle the business men there without ruffling unintentionally their feelings and their prejudices. You will know enough of the customs to fall in with them and thus do business without undue friction, you will know something of the things to be avoided, matters to be contended with, in fact,



THE LINE-UP IN MANSFIELD

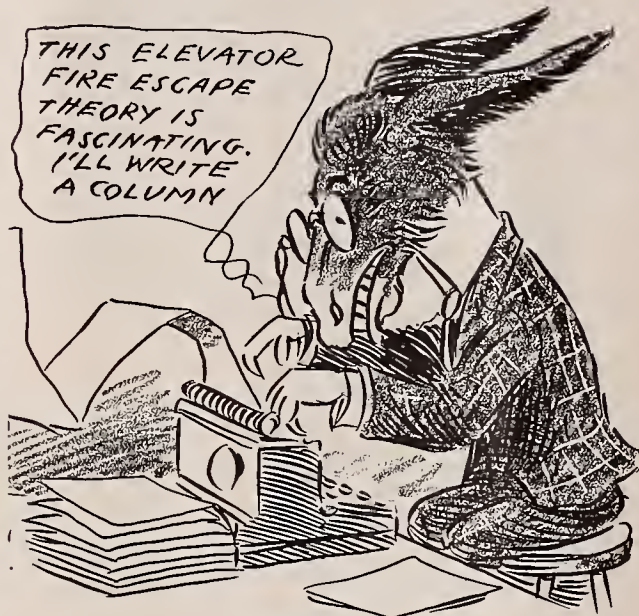
you will understand the "things which are not to be done" which are the matters which usually trip the Northern man who goes down South a "tenderfoot" and plunges into business with no knowledge or tolerance of conditions or prejudices.

The alfalfa proposition is an immense one for the South. It is only in its early infancy. Alfalfa is the forage which is to save the South and make it possible to raise the feed necessary for successful dairying. The man who goes into alfalfa

raising right, and stays right in it right, will have a bonanza.

Do not think for an instant, that one can dodge rheumatism by simply going down South to live. That is a mistake. The "Old Man" exists down there just the same as he does up here, and the same treatment necessary to baffle the old chap down South, will keep him at a distance in Iowa—or anywhere else!

The only way to get rid of rheumatism and to



THE INSPIRED REPORTER

stay free of his gripping, is to eat right and live right. Years ago, I used to suffer horribly from rheumatism. Three months at a time, I have been laid up in bed, racked with pain and misery—but that is done with. No more rheumatism!

How was "O. M. Rheumatism" given the knock-out? Just by right eating and right living. I cut out all the tobacco, the beer, other booze, all tea and coffee and most of the fat meats. Stopped eating all highly seasoned foods and also stopped eating too much of any kind of food.

How did it work? Perfectly. Never any rheumatism, and not even a cold for upwards of 14 years. Feet wet, body wet or chilled, it makes no difference. The microbes cannot gain a multiplying existence in the body. My blood is able to kill all that gain lodgment in my system and I am never ill, whether lying around in the Everglades of Florida, the snows of Winnipeg, the fogs of Maine or the mountains of Idaho. I have tried it "all over" and it never fails.

Therefore, don't go South to get away from rheumatism, or to do business by Northern methods. But, if you are willing to go down there and learn Southern customs and live the Southern life, then you surely can do well down there because the opportunities are many and big.

But here! I haven't got down to that Mansfield Elevator yet, and now there won't be time to go there this month. There are several other Ohio elevators, too, that I want to go see, and "swap lies" with their managers!

#### ARBITRATION DECISIONS

The question involved in the case of the Leopold-Todd Grain Company of Omaha, plaintiffs, vs. the Franke Grain Company of Milwaukee, is as to the amount of grain a buyer must take on a firm offer without any stipulation in the offer as to the amount he will accept on such firm bid, and in this case the defendants accepted five thousand (5,000) bushels but refused five thousand (5,000) more, which plaintiffs sold for defendants' account at a loss of 26 cents a bushel and make claim for the amount of \$1300.

Arbitration Committee No. 2 of the Grain Dealers' National Association held:

It is the opinion of this Committee that a firm offer without any limitation as to the amount is good for acceptance until there is a change in the market or the offer is withdrawn, and in this case defendants did not send out their wire until after the close of the market on the 13th and the same offer went out

to four other firms and, as the offer did not carry any limit as to the amount that they would accept on their bid, they were bound to accept any amounts offered that were within their hands before the opening of the market on the 14th or until they had wired a cancellation of their offer, which they did not do.

Therefore, we would find for the plaintiffs and order the Franke Grain Company to pay to the Leopold-Todd Grain Company the sum of \$1300 and the costs of arbitration.

On July 27, 1917, the Trans-Mississippi Grain Company of Omaha sold the George Niemeyer Grain Company of Little Rock, through E. L. Farmer Company, brokers, 10,000 bushels No. 3 white oats (or their private brand "majors") at 70½ cents delivered Little Rock, Ark., for October shipment. No controversy arises over the terms of the contract and plaintiffs deposited with the Secretary of the Omaha Exchange the sum of \$750 as margins on this transaction.

On August 17, 1917, at 8:15 a. m., defendants wired as follows: "At what price will you cancel contract July 27? Wire Farmer tread."

After an exchange of numerous wires the oats were sold at 59 cents and a claim of \$1150 was made by the plaintiffs. The defendants paid \$850 of this as they contended that they accepted an offer of cancellation at 62 cents, but the Arbitration Committee held:

The Committee would find for the plaintiffs in this case for the reason that the evidence shows that defendants sought in the first wire to negotiate the cancellation through Farmer, the broker, and did accept his mediation in an attempt to change the offer to 63 cents, which offer plaintiffs refused, and this would constitute, in our opinion, a counter-offer and would in effect annul the former offer to cancel by plaintiffs.

Therefore, we order the George Neimeyer Grain Company to pay to the Trans-Mississippi Grain Company the sum of three hundred dollars (\$300) and the costs of arbitration.

Logan Bros. Grain Company of Kansas City made a claim for \$82.60 by reason of having to sell "For whom it might concern" one car of No. 3 red oats, rejected by W. G. Bragg of Richmond, Va., on account of their being of the "Burt" variety.

It is the opinion of the Arbitration Committee that: "Burt oats being of a red variety and applicable upon 'Red or Rust Proof' oats in the Western markets and that this contract particularly stated Kansas City weights and Kansas City grades final, that a car grading 'No. 2 red oats' was surely a complete tender on said contract.

"Therefore, we order W. G. Bragg to pay to the Logan Bros. Grain Company the sum of \$82.60 and the costs of arbitration."

The A. C. Gale Grain Company of Cincinnati make a claim against the Piqua (Ohio) Milling Company of \$4,271.41 as a general ledger balance covering the sale and purchase of some 64 cars of grain, mostly wheat, during the period between July 30, 1917, and September 1, 1917, and the defendant make a counter-claim of \$2,350.60.

The grain was bought "Cincinnati inspection and good mill weights." The weights are in controversy.

The whole question of this case is fully covered by one paragraph of defendants' original answer in the case as follows: "This whole case hinges on whether this wheat sold delivered Cincinnati, could be weighed in New York, Baltimore, Newport News, Atlanta, Ga., Columbia, Tenn., Knoxville, Tenn., and Nashville, Tenn., etc., and contract still be in force. If the above destination weights fulfill the Gale Grain Company's part of the contract, we owe them the above sum; if not, he owes us the sum claimed due in our answer."

From all the evidence, both oral and written, the Arbitration Committee ruled that "Cincinnati inspection, good mill weights" would certainly mean more than Cincinnati inspection and Cincinnati "good mill" weights. "Therefore, we would find for the plaintiffs in the sum of \$4,271.41 together with six per cent (6%) interest from January 12, 1918, the date of the last entry on the general ledger account, and order the Piqua Milling Company to pay the costs of arbitration."



# Grain Dealers National Convention

MILWAUKEE fulfilled the high expectations of her friends in the reception and entertainment accorded to the delegates of the twenty-second annual convention of the Grain Dealers National Association, September 23, 24 and 25. War work prevented the attendance of some of the scheduled speakers and an accident kept Governor Goodrich of Indiana confined to a hospital in Indianapolis, but in spite of these handicaps the meeting was one of the best ever held, in the information that was given to the trade, in the inspiration for national effort that was afforded, and in the entertainment provided for men and women. The convention was primarily a working body, devoted to the improvement of conditions in the trade, but the other features were not neglected and were fully appreciated.

## Opening Session

The first session was called to order by President E. C. Eikenberry at 10 a. m. on September 23, 1918, and the convention opened with prayer by Rev. Wm. T. Dorward, pastor of Tabernacle Baptist Church, Milwaukee. The convention remained standing and sang the *Star Spangled Banner*, after which the address of welcome on behalf of the city of Milwaukee was delivered by Cornelius Corcoran, president of the Common Council. H. W. Ladish, president of the Milwaukee Chamber of Commerce, next welcomed the visiting grain men and Governor Emanuel L. Philipp, delivered the commonwealth's message of welcome. The response for the Association was made by George A. Aylsworth of Kansas City, Mo.

Following these formalities, President Eikenberry read his annual address as follows:

The record of the activities of the organized grain trade during the past year is the record of a great industry impelled and guided by a single motive, and toward one objective, that of complete victory to the armies of the United States and her Allies. The achievement of this result at the earliest possible date is the decisive factor in the determination of the lines of conduct pursued by the Grain Dealers National Association, and this course finds endorsement in the minds and hearts of its members both collectively and individually. In our relations to our country involved in war against the Imperial German Government, there can be at this convention no divergence of opinions as to the right conduct of the affairs of your Association since, twelve months ago, we met at Buffalo to ponder over the burning words of Sir George Foster, words to which every succeeding day has added new and deeper significance.

We then were in the initial stages of our participation in the war. War policies were forming and the grain trade was striving to adjust its affairs to regulations, all of which were new and some of which were imperfect. We were amazed at the importance war had lent to the industry and overawed by the responsibility devolving on the trade by reason of its vital relation to the business of warfare. The fallacy in "Business as Usual" was becoming apparent, no man nor pursuit of men knew how severely pre-war methods and policies were to be dislocated, while the application of the in-

law, in its name all power was invoked. Unlike European nations America had not existed in the peril and menace of war; all this was new to the average American citizen, who nevertheless was in accord with the Government and willing and ready to make the sacrifice necessary to curb the ambition of Germany.

The members of the grain trade, accustomed to the freedom of a Democracy sought the necessity underlying the restrictions then being imposed. The fundamentals of the conduct of the business were being destroyed, the food necessities of half a world were not to us apparent,

we could not foresee, but at the head of the Food Administration was a man who clearly foresaw the emergency confronting the Allies because of the short food crops of 1917 and who then was pursuing a program that should combine systematic distribution with voluntary national conservation to a degree so miraculous that insufficiency became sufficiency and the cause of Democracy was saved from menacing disaster. Fortune was gracious to the cause of the Allies when to President Wilson she suggested for American Food Administrator the name of Herbert Hoover.

Despite this pardonable desire to know why the control of the industry should so unceremoniously be assumed by an organization created by Executive authority for this purpose, the organized grain trade did not hesitate immediately and without reservation to pledge its submission to regulation by the Food Administration and to inaugurate a policy of co-operation that has distinguished all its subsequent activities. Resulting events have completely vindicated this policy and no other industry can display a greater usefulness or a more consistently patriotic record for the past year than that of the American grain trade. In my address at Buffalo, I ventured the statement that a complete record of activities of this Association during the year preceding that convention should only be written by the light of the future. Part of that future is now past and at least one event of that year has assumed somewhat of its true relative importance. August 15, 1917, is the date on which the grain trade of the United States enlisted for the war and tacitly placed its re-

sources at the disposition of the Food Administration. A conference of the trade had been called by the Food Administration. Addressing this assembly, composed of representatives of all branches of the trade, Mr. Hoover revealed the seriousness of the food situation and in declaring the necessity of drastic regulation stated in no uncertain terms:—

"The various trades of the country, the millers, the wholesalers and the bakers, have but little sacrifice to make out of this situation because their business must go on. It is you, Gentlemen, who have to make the sacrifice in this situation. It is not our intention to disturb the ordinary course of the grain business one iota more than is absolutely necessary, but we do recognize that the export business of wheat is practically



PRESIDENT PERCY E. GOODRICH  
Winchester, Ind.

strument of control by Government agency was disquieting. The trade was restive under war restriction, we were willing to endure but were asking to be shown the necessity, not yet having learned that military efficiency might readily be sacrificed to publicity. We were about winning a war but implements of warfare were strange to us and we were seeking easy ways to avoid its commercial hardships. A great people, whose institutions were formed for the pursuits of peace and whose social organization had not in its structure contemplated warfare, now faced the necessity of engaging in a struggle which was to demand all of their strength and vigor. With feverish haste the Republic was mobilizing every resource, war was become her one great concern. Military necessity had become the supreme



gone and that a good deal of the dealing in the country is necessarily curtailed under this plan. It is useless for us to express regrets that any one of the trades in the country should have to suffer more than its burden as compared to the others, but we can see no other solution and we have believed that you gentlemen in national service would be the first to come forward and say you were prepared to take the worst even though it does mean sacrifice to you."

#### Trade Endorses Plan.

It is doubtful if in the previous history of this country a statement so disconcerting has been made to a group of business men representing an important and legitimate industry; yet knowing that to all the plan meant hardships and financial loss and to many business extinction, a resolution was that day unanimously adopted declaring "That we approve the general plan of operation as explained to us today as being sound, workable, and necessary, and in its general lines it appears to us as being the most efficient and just plan of operation which we can conceive." May I be allowed to say that the commercial history of this war does not reveal on the part of any other industry a response to an appeal for self sacrifice which was met so readily. That day and by that act was inaugurated a policy of co-operation by the grain trade with the Food Administration and this co-operation has marked the line of en-

tor in the establishment of a food supply sufficient to meet necessities until the succeeding crop should become available.

#### Gaining Confidence of Administration.

Having won the confidence of the Food Administration by its willingness to sacrifice its interests to the demands of the general welfare and by its unselfish, broad-minded attitude on all questions relating to its control, the grain trade through its representatives was at all times treated with the utmost candor and confidence while the opinions of these representatives were uniformly received with consideration and not infrequently adopted into practice. This deference to the opinion and experience of the industry was manifested throughout the year and culminated in the general conference with representatives of the trade held in New York, April 30, and May 1, 1918. The record of this conference is a compendium of the details of the operation of the industry in all its branches and in all sections of the country under the regulations of the preceding year and to be reflected in a plan of distribution of the crop of 1918. This meeting is unique in the history of the trade, a great industry pouring out its experience at the feet of its Government that from this experience might be built a structure of control and regulation by an agency external to the industry itself.

At the close of this conference and at the request of

denied the trade in the previous year. The bounteous crop prospects which have since materialized in generous realization rendered unnecessary many restrictions that were necessary during the season of deficient crop yield. To our committee is not wholly due the credit for the relaxation of the regulations, but to its members is due their full share of the facility of operation of the present plan. Representing every section of the United States and every phase of the business, they contributed their practical knowledge to the fund of experience accumulated by President Barnes and his associates during 1917 and the result is a plan that reflects credit on the minds that conceived it.

The one predominant duty and task of the Association has been that of preserving the right relation with the Food Administration. Our affairs were placed absolutely in the keeping of President Barnes and Chairman Stream and their advisers. Never has an industry been more fortunate, and I should be remiss if I fail to bear tribute to the superior executive ability of these two men who have administered their divisions of the Food Department with such admirable tact as not only to draw unstinted praise from their chief but to earn the complete confidence and support of the industries under their control. Invested with autocratic power they have exercised it in a most democratic manner. With rarest patience they have withheld compulsion, relying on public spirit to secure compliance. In these men is the spirit of the new force in warfare; men of peace, called from peaceful pursuits to engage in the pursuits of war as a disagreeable necessity, detesting war as a business but determined to wield the power placed in their hands by military necessity with such vigor, that they may do their full share in bringing this war to a right conclusion, which shall make real their vision of permanent peace and shall place human liberty and individual rights on a basis that is firm and enduring. To these men, men of vision, is given in this gigantic struggle of right with wrong, one of the great powers delegated by the President of the United States and yet to attain their ends they employ methods of peace, creating public opinion in their support, by their earnestness and patriotism bringing reluctant interests into full compliance with their demands. This is the spirit of the Democracy which they seek to vindicate and these are the men in whose hands has been placed the destinies and fortunes of the grain trade and these are the men with whom we have found it an inspiration to co-operate in the time that is past and with whom, if this Association is to preserve its higher interests, it shall find it a duty to co-operate in the future. Their every act is a guarantee of their promise that when this war is ended and the necessity for restriction is no more, the control of the industry shall be returned to the hands of those from whom it was taken; without the loss of a single privilege and bearing the seal of a record of patriotic service and sacrifice.

#### Government Regulations Paramount.

The maintenance of our relations with the Food Administration overshadowed other activities of the trade during the year and in view of this fact I trust you will concede that I am justified in treating them historically and at some length. None of the activities of the Association can be considered entirely apart from influence of Governmental regulation. By assuming control of railway and telegraph systems the Government has created a new order of things, which alone has vitally affected the industry. In the last analysis the grain business survives by concession and all we do is by permission of the powers that have the last word and must conform to their regulations. Bearing in mind these facts, I shall ask you to consider with me the work of at least three departments of the Association, for upon the Committees on Legislation, Transportation and Arbitration the year has placed arduous labor.

#### Legislation.

As the contact of government has shifted from the Legislative to the Executive, from one end of Pennsylvania Avenue to the other as it were, it will readily be perceived that the Legislative Committee might drop into a sort of oblivion and become inactive, to remain so during the period of the war. In reality there have been few purely legislative matters to concern the Association and as a committee dealing with legislation in the making its importance has temporarily declined. But Legislation by Congress has only been superseded by legislation by the Executive in the form of regulations emanating from various departments exercising war powers of the Executive conferred by acts of Congress. It seemed highly desirable, that, so far as possible, the Legislative Committee become identified with the work of co-operation with the Food Administration. With the close of the war the Legislative Committee will be brought face to face with problems of intimate and vital concern to the trade. The control exercised over the industry now may then be reflected in proposed legislation. This seems a sufficient reason for extending the services of Chairman Reynolds into every phase of Food Administration work. It is needless to bear testimony to his ability or his fidelity to Association interests. His long and intimate relation with legislative matters, his wide acquaintance with men of affairs, and his readiness in conference have combined with his tact and judgment to render his services invaluable. He has spent at least two months of the past year entirely in your service; his stay in Washington during critical periods has extended for weeks at a time. A. E. Reynolds deserves the unreserved gratitude of the grain



BOARD OF DIRECTORS OF GRAIN DEALERS NATIONAL ASSOCIATION

deavor along which the activities of your Association during the past year have been directed. The Association has used its every resource to aid the Administration, every request for service or advice has been honored without reference to time or expense; special committees of your members have been called into consultation, while your executive officers have maintained with the officials of the Grain Corporation, relations that afforded continual opportunity for service and conference. The narrative of our relation with the Food Administration is so lengthy that the time afforded in this address will admit of but a slight reference to some of the outstanding events in the activities of a year that has been the most strenuous in the life of the Grain Dealers National Association.

#### Co-operation with Grain Corporation.

It is useless to recall the organization of the Food Administration Grain Corporation with Julius Barnes as its president, aided by a large corps of zone agents all drawn from the ranks of the grain trade. Later the Coarse Grains Division was organized with our own John Stream as its chief. With these two agencies we have maintained continued close relations. We early found that the organization of the Association did not meet the unusual situation in that we had no standing committee charged with the duty of maintaining our relations with the Food Administration. This work has fallen largely to two special committees, the first appointed by your president in compliance with a request of President Barnes expressed on the occasion of his address at the Buffalo Convention. Its members were freely consulted in the latter months of 1917 during which there was being devised the final regulations controlling the distribution and consumption of the bread grains then available from the crop of that year. They participated in December in a final conference in New York at which was submitted for their discussion and approval the plan of control by direction of shipment, the plan that was finally adopted and proved effectual aid in conserving transportation and an important fac-

President Barnes there was adopted a plan of selection of a committee to be known as the Advisory Committee for co-operation with the Grain Corporation in the formulation of the plan of regulation of the traffic in grain of the 1918 crop and to which the Corporation could "look as being the authorized representatives of the different sections of the grain handling trade." This committee was selected by the joint action of the presidents of the Grain Dealers National Association, the National Council of Grain Exchanges and the Terminal Elevator Merchants Association, and permit me to say that no group of representatives of the trade have ever performed a service with more fidelity, and rarely one that involved more personal sacrifice. During a considerable portion of the month of June this committee was engaged with President Barnes and his staff in perfecting the plan under which the traffic in grain operates during the current crop year. Later Chairman Stream of the Coarse Grains Division of the Food Department in a letter addressed to Secretary Quinn requested the co-operation of the trade to determine the margin of profit on the handling of coarse grains that may be termed "reasonable" and meet the requirements of the Food Control Act which makes it mandatory on the Food Administration to regulate profits. Appreciating the confidence implied in this request Secretary Quinn, Chairman Reynolds and your president, after a conference with Mr. Stream, determined to place the matter in the hands of this Advisory Committee, which met first in Chicago on August 28, and later with Mr. Stream in Washington on September 11. It is planned that the definite recommendation of this committee may be presented to this convention for discussion. Of vital importance this subject should receive careful consideration by this convention and your reasonable recommendations will not go without consideration at Washington.

The plan of control of the processes of grain handling for 1918 crop year embodies the general features of those under which we operated in 1917, allowing, however, more freedom and restoring much of the autonomy



trade of the nation. Geo. A. Wells of the Legislative Committee has given freely of his time, energy and ability serving on important committees and representing especially coarse grain interests.

I want to emphasize my previous statement that the Legislative Committee during the reconstruction period will be the committee of ultra-importance to the Association and that high ability and mature judgment should characterize its members who should be men free from economic fads and socialistic tendencies. Conservatism and safety go hand in hand; cool-headed mariners may be required to guide the Association ship back into the safe harbor from which it was forced to sail the sea of Governmental regulation.

#### Transportation.

The assumption of the control of the transportation systems of the country by the Government and with Hon. Wm. G. McAdoo as Director General marks the beginning of a new era in railroad management. Nowhere is the wisdom of the step questioned. Nationalization of the railway systems under unified control was a military necessity. The Director General assumed control with the new year and for the first 30 days the roads were operated under the most adverse weather conditions. A congestion of freight equipment at Eastern terminals and adjacent points of interchange had resulted in a shortage of cars in the West and South which precluded the movement of freight other than the most important war material. With the trunk lines snow bound during January the most strenuous efforts failed to alleviate the situation. Much apprehension was manifested throughout the corn belt that failure to move the corn on the farms and in elevators awaiting movements and to move it before the opening of spring would result in losses that would not only prove financially severe but that would seriously diminish the food supplies of the country, which already demanded careful conservation. At a conference of your president with President McMillan of the Council of Grain Exchanges the situation was thoroughly canvassed and it was decided to go to Washington with a representative committee and to present to both Food and Transportation officials the extreme seriousness of the situation.

#### Moving the Corn Crop.

At a preliminary meeting of this committee held in New York, January 30 and 31, a memorial was prepared and presented both to Food Administrator Hoover and Director General McAdoo. The result was the issuance on February 4 of an order giving corn priority of movement and the succeeding 30 days corn came into the central markets in a volume that probably never has been equalled for the same length of time. It is difficult to estimate the value of the service of the National Association as an actual emergency had arisen and, but for the priority granted the movement of corn, the loss in foodstuffs and feeds may well have assumed proportions of an actual calamity. With the opening of spring, transportation conditions began to show signs of improvement, which has continued until at the present time the comparative facility of freight movement by the railroads is remarkable considering the vast movement of war materials which is augmented abnormally by the volume of wheat moving from the farms under a system of fixed prices. The management of the railroads is, from the standpoint of service, one of the real accomplishments of the Administration. On September 6, in the midst of a wheat movement probably the greatest of record, there came from the office of the Director General a declaration that freight congestion in the East is a thing of the past, that food and munitions were reaching the seaboard as fast as ships can be provided to carry them overseas and that the railroads of the West "can take care of anything." All this is storing strong argument in favor of the continued Federal control of the railways, either by direction or by actual ownership. The disposition of the railroads is certain to become one of the great political questions following the close of the war, but one thing is almost certain and that is, railroad management will never again drift back to the old chaotic, unscientific pre-war character.

#### Work of Transportation Committee.

I shall not attempt to lengthen this address by attempting a resume of the activities of your Committee on Transportation. The Association is most fortunate in the services of Chairman Henry L. Goemann of this committee, who is widely known as an expert on matters of transportation. To few men can the Association become so deeply indebted, for he brings to a service which is voluntary, an expert knowledge which enhances beyond measure the value of the service. Although the war activities have overshadowed to some extent the routine activities of the Association yet I submit that Mr. Goemann has rarely had a year so strenuous or filled with the consideration of questions of such import to our members. His report to this convention will be so comprehensive and of such importance that I urge every member in attendance to be present. I want to say, however, that the conferences and discussion growing out of consideration of Docket No. 9009 of the Interstate Commerce Commission over "Loss and Damage Claims on Grain" have been conducted with high credit to the grain trade and that the Association should stand squarely in support of the position assumed by its representatives. The order of May 24 received by the three regional railroad directors at New York, Atlanta and Chicago from Judge Payne, Chief Counsel of the Federal Railway Administration,

indicate that we have a long, hard fight ahead of us, but the shippers of the country cannot afford to recede from the position they have taken not to sacrifice the principles involved. The negotiations with the carriers must be carried to a successful conclusion, involving a determination of "adequate" weighing facilities and a proper basis for the adjustment of "loss and damage" claims for grain in transit. This is a big question but the Grain Dealers National Association only became big by performing big tasks and it has men within its membership who are big enough and broad enough to reduce this entire matter to a basis that will be fair and equitable to all interests involved.

The Association still stands firmly committed to the



THREE LIVE WIRES FROM KANSAS CITY

compulsory arbitration of trade differences. This function of the Association has been administered by men of such high character and in a manner of such exact impartiality that these committees have come through as clean as any court in the land. The war and its attendant conditions have presented for settlement new and difficult problems, but their solution has been uniformly fair and just. The position of arbitrator requires abilities of a high order, and I want to commend to your gratitude the six men who have composed your Arbitration Committees as men who possess the ability required and whose decisions during the year make a worthy addition to the jurisprudence of the trade.

To the rapid increase in our membership there has been a corresponding increase in the number of arbitration cases presented for adjustment. Many of the cases are long and involve intricacies that require careful consideration. The volume of work demanded is too great to exact of two committees and it is my belief that additional arbitration facilities should be provided. I recommend that the Constitution of the Association be so amended at this convention as to provide for three committees on Arbitration and believe that an inspection of the length of the list of cases awaiting decision, as well as the rate at which new cases are being filed, will convince you that my suggestion is well founded. The Association can not risk the impairment of the policy of arbitration and this might readily occur as a result of over-loading its arbitrators.

#### Grain Standards.

Although taxed with their duties incident to the war yet your officials have maintained their usual close and



MEN WHO FURNISHED THE MARKETS

cordial relations with the Federal Department of Agriculture. It would indeed have been a miracle, if, under normal condition the Federal standards for wheat and corn after a practical test should not have been found in need of revision. This would have been true only in minor particulars, but after removal by the Food Administration of competitive conditions under which these standards were designed for use, the standards were open to objections which the Bureau of Markets were compelled to meet. Hearings relative to these standards and the changes demanded were held in various parts of the country from November 26 to December 27, 1917, at which the trade found opportunity for full expression. The Bureau of Markets deserves the gratitude of the trade for the opportunity given the grain handling

industry to find expression at hearings preliminary to the promulgation of the original standards and wherever change has been found necessary. The freedom with which suggestions from dealers have been incorporated in the official promulgations is a testimonial to the wisdom and experience of the trade. The changed grades effective now will not be satisfactory under changed conditions and the officials in charge will find it impossible to establish grades that are uniform and wholly acceptable to growers, dealers and consumers throughout the country. The growers are too numerous and have a way of wielding their numerical strength so that the demand for change is supplemented by political pressure. It is to be deplored that this whole matter of grades can not be worked out without interference and in a purely scientific manner by the capable men having it in charge. As was fully predicted the element of variation in individual judgment made itself felt in grading and the Bureau has sought to correct this defect by a system of traveling supervisors. Federal supervision of grain inspection with present temper of the public toward industrial functions of general utility is in grave danger of becoming Federal Inspection.

The effort of the Association to establish uniform Exchange rules was arrested by the war and a partial supervision of the functions of the Exchanges. It is difficult to forecast the value of the work done in this respect until the Exchanges emerge from the war cloud. There is prophecy of radical change in exchange functions, but when competitive conditions are restored economy will dictate the continuation of the exchange system of trading in grain, and though possibly shorn of some of its abuse the pre-war system of free trading in grain for future delivery will be re-established.

#### Strength of Association.

There are strong reasons for the remarkable increase in the membership of the Association during the past twelve months. By organization into groups to secure protection or promotion of interest do industries prove their identity and create and legitimize system of operation. To secure these results influence is the essential and weight of members. Never previously has the grain industry been forced to prove so conclusively that it possessed interests exclusively and peculiarly its own, rights and privileges for which it demanded recognition and protection, and a great investment in property created and designed for the conduct of its affairs. Only a national organization could give expression to these facts. The Federal Government now must ignore the individual; it speaks only with and to large units. Grain men throughout the country recognizing the necessity for maintaining a strong organization, have willingly become members until the between-convention increase in direct membership has broken all previous records, while state and sectional Associations are knocking at our door with an earnestness that is gratifying.

#### The Future.

While it has been an obligation to render account of my stewardship by submitting a brief record of the past and a pleasure to congratulate you on the present condition of your Association, it is a duty to lay before you some of the things the future may have in store. In a general way, the future of all business is wrapped in the future of the nation. Critics contend against attempting to serve the present with one eye on the future, and it is quite true that the task of the hour is so huge and so all-engrossing, that it is difficult to find time to consider the nature of the next step in this world tragedy and the part that America shall enact. But however momentous the present, men of prudence have ever planned for the future. The historian seeks to read the future by the light of the past, but as the recent past is without historical parallel, it is not possible to predict with confidence the course of future events or the shape of future institutions. However, we trust we can see the dawn of peace, the first flickering rays of light striving with the gloom and blackness of the night of war, and the dawn should bear some signs of the character of the full day. We are confident that the forces of democracy are to achieve a complete victory, that America is to take a leading part in the settlement of the affairs of the nations, assuming in influence and commerce a pre-eminence, which shall cause the people of the world to turn to the West whence is to come the light of the new day. But we shall only assume this position if we are prepared; far-seeing men realizing this truth are attempting to visualize the future. To have been unprepared for war may have been unwise; to be unprepared for peace will be unpardonable.

The grain handling industry will live after the war and this Association will live, but while life before the war may have been but animation, after the struggle life must essentially include service. It is an essential commercial and economic function, this collection and distribution of the grain crops of the great surplus producing nation of the globe and in performing it a great industry has been created, and this Association must be perpetuated in the guardianship of the collective rights and privileges of the trade. And do you know that I believe it will be the guardian of the trade, that of all men, grain men everywhere are looking anxiously to the future and that the policies of their Association will be so shaped that it will respond adequately to the demands as they arise. But let us not be deceived by the cry of all attention to the present. The plans of the present are given form by men with a vision of succeeding events which such plans are to serve. If this





FIRST VICE-PRESIDENT H. I. BALDWIN  
Decatur, Ill.

Association is to perpetuate itself by service its policies from now hence must be framed in contemplation of peace. War policies are settled; while the regulations under which the industry operates may be modified to meet changes in the relation of supply to demand, yet, I repeat, the general principles on which the trade will be conducted during the continuance of the war in all probability will not undergo material change. Our part in the formation of these war policies is accomplished. Until the war ends we shall proceed under restrictions more or less closely identified with those of the present; at its close, I predict, we shall be confronted with various problems of different nature but fully as important as any with which the organization has been concerned. There will arise the questions incident to the return of an extensive industry to autonomy after an extended period of Government control. We are comforted by the assurance of the able men who now administer this control that it is their sincere desire to relinquish this authority, unfetter the trade and resume their former business relations, and we believe them. But the operator may not destroy the machine; authority once assumed by government sometimes is reluctantly surrendered. The evils of our political system may still adhere and there is political potency in the present machinery of control of the traffic in grain and grain products; places do not decrease in numbers as place-seekers increase. It may cost us a severe struggle to regain many of our cherished rights, both social and commercial, which in the name of humanity and for its sake, we have so willingly surrendered. I only intimate that many things may happen; none of them may come to pass. Vigilance may exempt us from attack. It is well to be ready; the trade must protect its own interests, it must not become political spoil but must give shape to its own reconstruction agencies. It is plain that the extension of the Grain Dealers National Association both in influence and in numbers should continue; the time may come when the preservation of the control of the industry or of the conduct of some of its important functions may demand its every resource.

#### Strange Conditions May Develop.

Do not be unmindful of the fact that the political struggles that are sure to occur in an effort to perpetuate certain war policies may vitally affect the grain trade, and industry rendering a service so general that it might be classed as a public utility. To continue the control of the collection and distribution of the grain crops of this nation will to many minds only be secondary in desirability to a continuation of the control of transportation. I do not desire to appear as an alarmist, but after two years in your service during which two years we have met conditions without precedent I believe I may be justified in submitting that out of these conditions will develop other conditions equally as strange. The trade must meet these problems and meet them through the agency of this Association. Naturally, the future of this Association shall concern me closely. I want that it shall be strong and able to do big things. This is the greatest age the world has seen, the deeds of men are great in proportion; for me I do not want to belong to an Association that, under the inspiration and necessity of the time can not do great things and do them in a great way.

#### A New World.

The grain traffic is an industrial factor in the commercial structure of a great nation, which is pouring out its treasure and the lives of the best of its manhood

in this war not for indemnity, not for territorial aggrandizement, but for principle and the preservation and perpetuation of the highest ideals of twentieth century civilization. To the people of the earth this is the most impressive spectacle of the age; a nation of one hundred millions possessed of the consciousness of the righteousness of the struggle and supporting it from motives that find their roots in the belief in the fatherhood of God and the brotherhood of Man. We shall establish an era of new national ideals and international ethics. Every function and factor of our nation, every activity of mankind in the order of its conduct, will reflect the light of a new age. Business will be conducted on new ideals as the minds of men broaden and their visions clear. The rights of man toward man will be more sharply defined, moral perceptions will be quickened and commercial processes will be ordered with close scrutiny of underlying motives and inherent service. The grain trade must and will keep step with the age, it cannot escape the refining influence of the struggle through which we pass and it, like all other human institutions, will come through shorn of its non-essentials and its abuses but preserving unimpaired all that is useful and vital, performing its function with greater vigor. It must be served by an Association which shall be the exponent of the application of the principles of the age to the conduct of the business and which will so order the affairs of the industry that it may coordinate fully with all other human activity in attaining the highest good for the community at large, preserving exact justice among the different branches of the trade and drawing its members ever closer and higher to a clear vision of service as the only true and lasting foundation on which may be built institutions that are substantial and will endure. [Applause.]

### Monday Afternoon Session

The convention was called to order by President Eikenberry at 1:45 p. m.

**The President:** Before going to the first address on our program for this afternoon, I wish to announce the following committees:

Committee on Resolutions: John S. Green, Louisville, Ky., chairman; C. B. Riley, Indianapolis, Ind.; Geo. A. Wells, Des Moines, Ia.; Lee G. Metcalf, Illinois, Ill.; Adolph Gerstenberg, Chicago, Ill.

Committee on Nominations: C. T. Doorty, Buffalo, N. Y., chairman; Col. J. H. Beusse, Athens, Ga.; Willis Shelden, Jackson, Mich.; Chas. D. Jones, Nashville, Tenn.; E. M. Wayne, Delavan, Ill.

Committee on Auditing: James L. King, Philadelphia, Pa., chairman; T. C. Crabbs, Crawfordsville, Ind.; E. W. Theirwechter, Oak Harbor, Ohio.

#### ADDRESS OF JULIUS H. BARNES

**Mr. Barnes:** I think I may say with all sincerity and candor that I am very glad to be with you again on September 23, having particularly in mind that it makes an exact anniversary of my last appearance with you at Buffalo, on September 24 of last year, and that the time between those two dates wrote a great deal of commercial and political history. If you will bear patiently with me, there are some ideas that have grown on me out of a year of service that I want to try to present to you clearly enough, if possible, so that you will have perhaps the same conception of this grain service, in public and private service, that has grown upon me after 12 months of active conduct of the Grain Corporation, an agency of the Food Administration.

Those of you who were present last year will re-

member that in my introduction of the subject which was then under discussion and in anticipation of the conduct of the grain section of the Food Administration, I made use of these words: "If I had ever wished that I possessed the tongue of eloquence to convince you that there was a real purpose and a real sincerity behind this operation, which carried it far beyond the commercial field, it is today when I see you, the men who might carry back, as creators of sentiment in your various communities, the underlying purpose of this Grain Corporation and its policy. I have no such power to carry conviction to you; but I have, I hope, the power to impress you with the sincerity of our operation, with the dissociation from private interests of those men who are directing its policies and endeavoring to make it fulfill a great public service in a time of need; and I hope I have the power to convince you, by explanation and argument, that the policies which it seeks to enforce and carry out were dictated not only by selfish considerations of personalities or communities or of interests, but solely that the Grain Corporation, as an instrument of the Food Administration, may serve the great end which it should, and may help to carry this war in which our nation is involved to a successful conclusion."

#### Accomplishments of the Past Year.

Our problem a year ago was, how to make 650,000,000 bushels of wheat stretch over our domestic need and to fairly supply our Allies. If we had known then, as we know now, that instead of 650,000,000 we had only 610,000,000 to work with, we should have started discouraged. For we had then no demonstration that we could trust the self-control, the sacrifice, the response to the appeal to substitution which the American people have since demonstrated that they will make. Our job was, as I say, to make 610,000,000 bushels of wheat, less 90,000,000 needed for seed, or 520,000,000 of that stretch over our domestic needs, estimating at that time on our normal basis of supplying the Allies' needs of at least 100,000,000 bushels. And the record stands as made, gentlemen, and it has been done; and it was done to such an even distributive effect that at the close of the crop year, July 1 last, the stocks of wheat and flour in this country, which were the lowest as you know this country had ever seen between crops—and this point I want to impress upon you—and yet the distribution had been done so evenly that nowhere in this country can you point to a record of a flour famine or flour scarcity. That meant to make and spread those small reserves at the end of the crop year; so that this condition we are in, by which scarcity developed at no one point, met the approbation of the distribution agents. I don't claim that for the Grain Corporation alone, because it was a part of the Milling Section, and it was a part of the Railroad Administration; but it was done, and the record stands as made.

#### Price Control.

Last year when I spoke to you there was yet to demonstrate that there could be price control in this country. There were many among you and among the public generally who felt that price control could not work effectively. That is another demonstration, and the record stands, that price control in one of our great cereals can be made to work, and will work; and it was started on a public entirely unused to it, opposed to it constitutionally; it violated the fundamental American principles on which we conduct our business, and it was only bowed to because it was in the National interest. You accepted the judgment of men who said it was necessary, where you differed with it yourself, and the record stands, as I say, that



A PART OF THE PEORIA DELEGATION



price control can be made to work among a free people, and without law. [Applause.]

The Grain Corporation undertook last year by its contract with the mills to distribute the wheat available so as to endeavor to operate the mills of this country in a uniform relation with each other. When you remember the immense area of this country, the most intricate transportation rate structure, which stretches East and West and North and South; when you remember that some parts of the country had practically a crop failure and others a surplus; when you remember that at all points there was a cry for feed for the operation of local mills and a reduction of local feed requirements everywhere; when you remember this and remember that the record again stands that operation of the mills was fairly uniform, after all—that no mill and no section had a great trade advantage over any other—I think you will agree with me that we may also claim that the distribution of the wheat supply was fairly effective.

#### Use of Embargo.

There was forced on us a phase which we did not seek, that of helping the Railroad Administration to administer the embargo—an embargo that was necessary in the sea ports and Eastern section of the country, because of the congestion that had grown out of uncontrolled railroad operation. It was a most disagreeable duty, one which we entered upon with reluctance; but I think we may say that that, too, fairly served its purpose, for the record again stands that between January 1 and August 8, the last accounting of the Railroad Administration, there was moved in this country a 55 per cent increase of grain cars over the same period a year ago; and the record in this trade today will show an even greater relation. I think the record would show a 70 per cent increase in grain car movement in this country, and you all know, and I think it is fair to say that you will agree with me, that you have had cars furnished you more readily, with less car congestion, than you have ever known, on a large crop at least.

#### Control of Lake Transportation.

We endeavored to facilitate the transportation of grain out of the great Northwest by the arrangement of control of lake transportation last year. The result of that also shows that it is in the public interest, for the full amount of ore was carried, the full amount of coal necessary to the Northwest was carried, and the grain crop was served to its full need, and that from a lake fleet which had been estimated in advance as incapable of such service. This again was largely a matter of terminal care, and of the saving of vessel time at loading and unloading ports, and that control and direction is the only thing that could have facilitated that result. One other venture we felt we should make in the public interest this last year was that of some superintendence of threshing machines. This is a saving in result which is more or less problematical, which is very hard to demonstrate, but those men who have been brought in close contact with it are unanimous in their testimony that the saving has undoubtedly resulted in from 10,000,000 to 20,000,000 bushels of wheat alone. We engaged 25 machine builders, experts who knew how to set machines, how to gage the engines, how the machinery should be operated, with the little points of spreading a canvas to catch the grain, the watching of weather conditions; and I think we may safely say that that has been a service greatly in the public benefit.

Then our main purpose, which was to feed our Allies, has been discharged. During the last crop year, the total exports from the United States of all grains amounted to 341,000,000 bushels, against the year

before of 260,000,000 bushels; 341,000,000 bushels, put through a port condition congested before control took effect, through a railroad condition that was certainly discouraging, to say the least, and through a winter such as we have never seen. This again is an example of what unified direction and control can do. In wheat we succeeded in making a contribution of about 120,000,000 bushels from a crop which I should say would not normally supply our domestic demand alone. In all foods, the United States of America last year furnished the Allies, largely under the direction of the various Food Administration agencies, a total food value of \$1,400,000,000. I grant you that \$1,400,000,000, even at present prices, buys a great deal of food, and the fact that our Allies came through the most discouraging winter they have ever known with the morale of their people unimpaired is largely due to the food contribution which the United States made; and we feel confident that that food contribution could not have been had except for the direction of the central Food Administration. [Applause.]

#### New Responsibilities.

I told you that there had been put upon our shoulders this year some new responsibility. I want to show you what I meant by that, because I want the most intelligent understanding and appreciation of what we are trying to do in that far-off office. The Commission for Relief in Belgium has fed 11,000,000 people for four years—the civil population of Belgium and a part of northern France occupied by the Germans. They have fed them so well, they have discharged that duty so well, that there is constant testimony that the living conditions in Belgium are better than in Holland, a free country, and a free neutral. Within the past few months the repatriated children of Belgium, forced by the Germans across into the French lands, have been officially examined and recorded by the French authorities, and their testimony is unanimous that the condition of those children is above normal—out of a region which has been held in bondage for four years and fed as public charges. [Applause.] Now, gentlemen, when the Belgian Relief Commission decided that they could better their conditions by putting their purchasing and their shipping into the hands of the Grain Corporation, I say it is a matter of great pride to our organization that they have reached that conclusion.

Port control is a very essential part of our foreign aid. They are asking the Grain Corporation, with the Railroad Administration, to control the grain flow into the ports of this country. We are doing that because the ports themselves are inadequately equipped. They are asking us to handle the great grain business of a port like Philadelphia with a total storage capacity of 3,000,000 bushels—just about one good day's business at Chicago. Baltimore is a little better, with something like 4,000,000, and New York a trifle better with something like 5,000,000. And we are expected to serve a grain program, the extent of which I will disclose to you shortly, principally through those three ports, with a total storage capacity to act as a reservoir between vessels and loading of not over 12,000,000 bushels—about one-fourth the storage capacity in Chicago, or about one-third the storage capacity of most any well equipped Western terminal. So that we have a right to ask just a little forbearance with the problems that are put upon us.

#### Ships.

The great problem of this war—and you have heard it so often that maybe it has dulled itself upon your ears—but the great problem of this war is the shipping. Let me tell you this, that within the next three months the motor transportation alone, for one item of army equipment, there are needed 480 ships, to carry motor



SECOND VICE-PRESIDENT H. E. BOTSFORD  
Detroit, Mich.

transport to our army in France—480 ships. That is entirely outside of aeroplanes or munitions or guns or troops or foods or the thousand things that a well-equipped army must have, and entirely outside of the contribution which we must make to the civil population of those countries or they will starve. Every ship that can make a short trip and turn itself three times instead of twice is a ship saved. Every contribution that America can make in such foodstuffs on a short ocean transport as against Argentina or Australia or India is a direct saving in shipping tonnage. That is why we are going to crowd those ports to their fullest extent. That is why Argentina must wait to market its grain crops, and Australia and India will get very little chance to move its grain.

#### Some Shipping Figures.

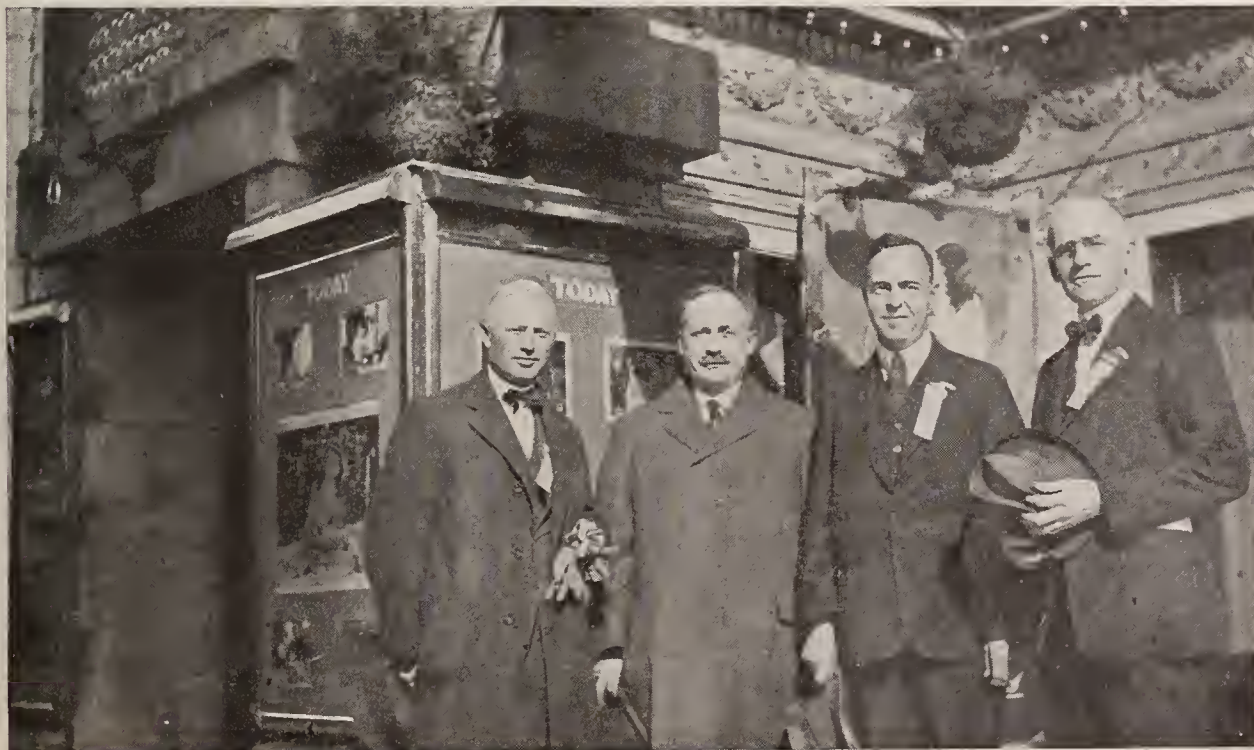
I wonder if you remember the shipping figures, so as to keep them in mind for a minute. The total destruction of ocean tonnage in the last four years has been 21,000,000 dead weight tons. That is, 21,000,000 of cargo capacity. There has been constructed in that time 14,300,000 tons, and we have secured from enemy transports appropriated 3,800,000 tons. But the fact remains that today the world tonnage is something like 3,000,000 and odd tons less than in 1914—and trying to carry the burdens of a great nation across 3,000 miles of ocean space!

Every ship tonnage is worth its weight in gold. It must be used. You must have confidence that every man who has no need direct of shipping tonnage should appreciate this, that it is burned in on his soul that no vessel shall lose an hour and no vessel shall lose a ton of carrying capacity, to serve the private interest of any business in this country. I want you to feel that it is being done that way. Let me tell you—the Navy Department between midnight and 8 o'clock in the morning every day, furnishes every ship a list of ocean tonnage brought down to date—just what has happened to that boat, where it is, and what its transport is. They furnish a list for those who serve that tonnage, and it shows you what American organization does to get results; and it is because that kind of an organization has been built with American genius that 1,500,000 troops were sent across in 10 months. [Applause.]

#### Great Organization Necessary.

Get this picture in your mind: That every six minutes a merchant vessel arrives at an American port, and every six minutes a merchant vessel departs from some American port, and that every 40 minutes one cargo sails for a European port from our Atlantic sea ports. That is the bridge of boats that is carrying our boys and carrying the machinery that makes them effective. As you know, this kind of control has had to be extended. If we are not going to congest our great inland terminals as we had the seaports last December, some control must say how much grain shall flow to these inland terminals. We are not anxious for that job. Can you think of an agency that will do it better, with a fairer appreciation of the responsibility put upon it, or with a better acquaintance with the great grain interests? We have to do it. The Railroad Administration and ourselves have got to govern these great inland terminals or we shall have great congestion.

Let me tell you what we have to do this year for food abroad. The average contribution of the United States for foreign shipment of various kinds of foods for the three years average pre-war period was this: Meats, 645,000 tons. Last year we shipped 1,550,000 tons. This year our program of meats calls for the shipment



ALL THE WAY FROM DULUTH, MINN.





**A CRESCENT CITY TRIO**  
R. J. Barr, H. A. Wilson and P. R. Kalman

of 2,600,000 tons—four times the pre-war average in meats. The average pre-war breadstuffs contribution was 3,320,000 tons. Last year we furnished 6,880,000 tons. This year we are planning to furnish 10,400,000 tons. The average pre-war shipment of sugar, from America and the Indies, was 618,000 tons. Last year we furnished 1,520,000 tons. This year we are trying to furnish 1,850,000 tons. That is why you get a level teaspoon for each meal.

Now, gentlemen, it is these figures that are simply appalling unless you feel that the particular organization will spend every effort that you make, and unless the trade itself feels that this direction, this leadership, is awake, intelligent and adequate. That is one reason why I spoke to you of the record of the Food Administration for the past year, and I ask you in all sincerity and candor to say whether the record is such that you can give it your full trust this year.

We are trying to develop this policy in the United States—we haven't reached it yet—we may—that not a ton of imported food moves to the United States in any kind of a ship that can carry tonnage, troops or munitions or foods, across the ocean. That means that we have to curtail imports of sugar, as we have. We have to curtail imports of coffee, which can well be done. We have to curtail imports of tropical fruits, which have practically no food value; to discourage the imports of our people. And we have to ask our people to make these sacrifices, if they come, in the same spirit in which you took the sugar request. When you see a man who jokes about having 100 pounds of sugar saved in his house, don't laugh at him about it—hit him. [Applause.] He is jeopardizing this flow of tonnage that carries supplies to our army abroad. If he hasn't imagination enough to see it, surely you have the business sense that connects one with another, and you cannot repeat it often enough, that besides this flow of distribution which is exactly calculated to sustain your necessary wants, he is a man who directly jeopardizes the lives of your sons and mine.

One of our great problems this coming year is the 1919 wheat price. You have seen home discussion of that. You as practical men in the grain trade know what it would mean to have a controlled price this next year higher than it is. Is it fundamentally right and honest to do it? The President has set, as you know, the same guaranteed price for next year as this, with the provision that next year an investigation will be made to determine whether the rising costs of wheat production are such as to warrant a higher price.

Now, we don't propose to pass judgment in advance. That commission will be carefully selected, and they will be asked to make such investigation as will enable them to reach an honest and fair conclusion, and the American people, including the Food Administration, will take their judgment as final. But it is perfectly right to test the probabilities, and the probabilities seem to me somewhat like this: There are, for instance, published in America, five standard index tables, one by the Bureau of Labor, one by the Annalist, one by Bradstreet, one by Dun and one by Gibson. Those men have taken the record of fluctuation in the general level of prices, showing the year 1913 before the war as 100 as compared with subsequent years. For last July in these five standards, the average commodity prices are as follows: The Bureau of Labor, 294 commodities, 193; the Annalist, 25 commodities, 196; Bradstreet's, 90 commodities, 206; Dun's 200 commodities, 186; Gibson, 22 commodities, 224. You will note that according to that index of five standard tables, apparently the average price of all commodities, which includes manufactured products such as the farmer buys, clothing, shoes, machinery, is something like double that of the year 1913.

The same test applied to our grain prices indicates the following: With our stabilized wheat price of last year, compared to 1913, 100, is 258. The corn price at that time was 253; oats, 213; rye, 264; and barley, 220. It is hard to see where any injustice is done to the

grower of grain, if that is a correct index of the relation in the advance of grain prices and the advance of general commodities, because remember that the same grain price is figured in the commodity average, and as it is above that average, the other commodities must be distinctly below it.

Now let me tell you where Germany stands exposed today. Her manufactures depend about 60 per cent for raw material that must be imported from the Allies—wool and cotton and to some extent metals; 60 per cent of her manufactures must look to the Allies for their raw material. Conceive the German armies, her discharged soldiers, waiting for the industries to be prepared to re-employ them. The Government that is held responsible by Germany for that condition may be overturned after the war is finished. I don't say that that is the policy of the Allies. I say it is the condition that exists, and that the future, the condition of Belgium and its problems justify the serious consideration of the application of some such corrective after this war is over.

**America's Record.**

President Wilson has crystallized his reply to the Austrian note, and shows where he stands. He has crystallized the 14 propositions without which the war will not end. Our boys have crystallized abroad. I heard Herbert Hoover tell that 70,000 American troops marched up the road to Chateau Thierry through lines of disorganized Frenchmen who had given up the fight, and then turned this battle—



SECRETARY-TREASURER CHARLES QUINN

70,000 Americans marching as if to a picnic; and what they did when they got there will be recorded in the histories for a generation. [Applause.] And at St. Mihiel, they told us that we weren't military people; that it was over 50 years since we had been engaged in fighting of any kind; that we were lazy and fat and slothful; that we had not sufficient military training, nor officers for it; but St. Mihiel gave them the lie. More Americans fought side by side in St. Mihiel than had fought on any battlefield since America was a country. [Applause.] More soldiers were in that battle on both sides than any battle in which Americans ever entered. More progress was made in one day than has ever been made in one day on the Western Front since 1914. [Applause.] More prisoners were taken than in any one day since this war started, on either side, and more miles of French territory liberated than in any one day since the year 1914. That is American history as it is so far written.

Gentlemen, a year ago I asked you not to try to beat the regulations. I said to you that no matter what policy we evolved or what rules we might make, they could be beat if you set your wits to it. The same thing is true today. What I want you to get is some larger phases of this activity of ours, and to make your own problems, as they should, more or less local and trivial beside them. Perhaps a different sense of proportion will make them look much less serious to you.

I don't see any way to meet the various requests made of us except to say that we will patiently consider them. Most of them have been presented a dozen times before you come, but we will listen just as carefully again, and when we make a decision you must give us credit for having made it with a full consciousness of purpose, with a full conviction that the decision is necessary as we make it to serve the one purpose most directly. I repeat again what I said last year, that the logical thing,

carried through to the logical result, is that the Government should take over every country elevator and every mill and operate the thing as one whole, shutting down those plants which are expensive and not efficient.

**REPORT OF SECRETARY QUINN**

Secretary Quinn described some of the changes that had come to the grain business and the Government policies that had brought them about. He told of the work of various committees and suggested necessary changes in the Constitution and the Trade Rules.

**Membership.**

The statement that follows covers the direct, associate and affiliated membership of the Association on September 21:

Total number of direct and associate members reported at the last convention.....	1,178
New direct and associate members secured since the last convention .....	309
Number of direct and associate members on September 21, 1918 .....	1,354
Number of direct and associate members lost during the year through various causes...	133
Net increase in direct and associate members during the year .....	176

**Direct Members**

Number of paid up direct members September 21, 1918 .....	1,307
Number of delinquents .....	49
Number of resignations .....	54
Members dropped for non-payment of dues....	8
Members gone out of business.....	64
Expelled .....	5

**Associate Members**

Associate members reported at last convention	22
Associate members secured since last convention .....	6
Associate members in good standing September 21, 1918 .....	24
Associate members resigned .....	2
Delinquents .....	2

**Affiliated Members**

Affiliated members on September 21, 1918.....	2,412
Affiliated members reported at last convention.	2,289

Increase .....	123
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The affiliated membership is divided among the nine state Associations as follows:

Illinois Grain Dealers Association.....	400
Indiana Grain Dealers Association.....	278
Western Grain Dealers Association.....	402
Kansas Grain Dealers Association.....	390
Missouri Grain Dealers Association.....	252
Ohio Grain Dealers Association.....	272
Oklahoma Grain Dealers Association.....	170
Texas Grain Dealers Association.....	193
Michigan Hay and Grain Association.....	55

Total .....	2,412
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The number of members given for each affiliated association in the above list does not embrace the total enrollment of these various organizations. The secretaries of the state bodies in reporting to the National deduct all of their members who are also direct members of the National and send in only



FRED E. POND AND F. J. SCHONHART



those who are country shippers and thus ineligible for direct membership. Some of the affiliated associations have a large membership in the terminal markets, but as nearly all of these members also belong to the National, they are not counted in the affiliated lists.

The membership campaign this year broke every record in the history of the Association. The total number of new members secured was 309. The largest number ever taken into the Association in any one year was in 1912 when 252 were enrolled. The boosters, therefore, landed 57 more new members in the convention year now closing than were ever taken into the National Association in any previous 12 months!

#### Financial Statement.

The finances of the Association, your secretary is pleased to inform you, are in a sounder condition than at any time in this history of the organization. In the statement that follows, you will observe, our surplus now amounts to \$19,678.24. This is an increase of \$1,524.66 over the surplus shown in our last annual report. This statement is all the more pleasing when it is remembered that the Association, in the last convention year, spent more on legislation than in any previous 12 months. The amount paid out from this fund was \$6,431.67. This is nearly as much as was received by the Association in revenue, from all sources, a few years ago.

Your secretary also desires to draw your attention to our total footings which have now reached the sum of \$54,050.71. This is \$8,981.58 more than last year which was the largest ever reached. The statement in full, covering the period from September 23, 1917, to September 21, 1918, is as follows:

#### Receipts.

Cash on hand last report.....	\$18,153.58
Direct dues .....	14,137.50
Direct membership .....	4,451.50
Associate dues .....	246.50
Associate membership .....	87.00
Regular subscription to <i>Who is Who</i> .....	675.50
Affiliated subscriptions to <i>Who is Who</i> .....	1,128.75
<i>Who is Who</i> advertising.....	11,533.73
Sundries .....	4.40
Arbitration deposit fees.....	2,010.00
Affiliated dues .....	1,122.25
Investments .....	500.00
<b>Total receipts .....</b>	<b>\$54,050.71</b>

#### Expenditures.

Salary account .....	\$ 8,688.00
Office supplies .....	606.14
Express and telegrams .....	252.16
General printing .....	266.13
<i>Who is Who in the Grain Trade</i> ..	11,432.90
Office rent .....	600.00
Telephone rent and tolls .....	83.30
Refund arbitration fees.....	765.00
Legislative expense .....	6,431.67
Officers' traveling expense.....	1,294.45
Secretary's traveling expense.....	370.95
Postage .....	1,040.00
Sundries .....	122.64
Convention expense .....	1,715.09
Arbitration expense .....	459.04
Returned application fees.....	45.00
Investments .....	200.00
<b>Total expenditures .....</b>	<b>\$34,372.47</b>

#### In bank:

Commercial account .....	\$ 9,561.24
Certificate of deposit bearing 4 per cent interest .....	5,000.00
United States Liberty Bonds bearing 4 per cent interest.	5,000.00
Petty cash account.....	327.00
	\$19,888.24
Outstanding checks.....	210.00
	19,678.24

\$54,050.71

Mr. Quinn concluded with a tribute to the president and other officers.

Following the acceptance of the report, C. D. Jones made a motion whereby the president should appoint two committees to carry out resolutions, the suggestions made in the reports of the president and secretary respectively. This was passed and the president said:

I want to appoint on the committees provided for by Mr. Jones' motion, to consider the secretary's report a committee of men who are familiar with arbitration matters especially. I will appoint Mr. Elmer Hutchinson of Arlington, Indiana; Mr. George Bissell of Central City, Nebraska; and Mr. George A. Hax of Baltimore, Maryland. To consider the recommendations in the address of the president, I will appoint Mr. A. S. MacDonald of Boston, Massachusetts; Mr. James W. Sale of Bluffton, Indiana, and Mr. Hiram Sager of Chicago.

The next thing in order is the report of the Committee on Telephone and Telegraph Service, by Mr. M. L. Jenks of Duluth, Minnesota. He has filed a written report with the secretary, and we will hear the report to be read by the secretary.

## REPORT ON TELEPHONE AND TELEGRAPH SERVICE

The most interesting development of the past year has been the taking over by the Government of the operation of the telegraph and telephone systems of the country. This has introduced new complications and has led to many complaints of serious delays in the transmission of business. Your chairman has been making investigations of these complaints to some extent and finds that the telegraph service, like all lines of business, is suffering seriously from loss of men who have gone into the service of the Government. War needs must come first, and the Signal Service of the army has drawn many expert employees that the telegraph companies could ill afford to lose. Inexperienced help has had to fill the places vacated, and impairment of the service was inevitable.

Another thing that contributed to delays in business messages is that the Government business must take priority over all other, and that is enormous in extent. I find that one official sent from his department in one night through one telegraph company between 40,000 and 50,000 messages. It has been suggested that some of this business could just as well go by mail, and I understand that this is under consideration.

Your chairman has been in correspondence with Postmaster-General Burleson as to these delays and has received assurance from the Department that every effort will be made to keep the service at the highest point of

Wire Control Committee in charge of the telegraph service, the importance of the grain business and the vital necessity of prompt service in handling its business because of the rapid fluctuations in the market.

It should also be asked that experienced men be placed in all principal cities with authority to route messages so as to give the swiftest possible despatch and to arrange wires so as to do the greatest possible work, and not make revenue the entire thing to be considered. It may be said that such men are not to be had, but it is a fact that the private wire houses are monopolizing many of the most expert men.

#### Private Wires Unnecessary.

A matter that has been agitated for a number of years and that has arisen even more acutely under Government operation, is the use of private wires. A large element of the grain trade has been determined in its opposition to the practice of leasing wires, claiming that it is discriminatory and preferential. It is also asserted that private wires take heavily from telegraph revenues, it having been proved that the average cost of messages over the private wires of the largest lessees is 30 cents against an average of 36.6 cents paid by the public. We feel that a large part of the business over private wires is nonessential and that a large part of the essential business would be cut out if it had to pay the public rate. A strong protest against the continuance of this practice has been filed with the Government. Your chairman concurs with this view and



MEN WHO "TALKED" TOLEDD

Joe Doering, J. A. Strelcher, Will Cummings, S. L. Rice

efficiency. He admitted inexperienced and inefficient help was presenting difficulties that were unusual.

Another cause of delay is claimed to arise from the routing of messages through the main office in cities where they formerly went by direct wire. A number of these direct wires have been cut out, I am informed, because the return to the Government will be increased, but it would seem that the saving in cost of service has been made at the expense of convenience and accommodation of the public. An example of this is found in the change made between the New York Produce Exchange and the Chicago Board of Trade where two direct wires formerly operating all day, are now cut out each day at 3:30 p. m. Eastern time. A large volume of cash grain business is transacted between 3:30 and 6 p. m. In the transfer of the two men, "operating the direct wires," to the main office, at least 30 minutes is lost. It takes six minutes to transmit the messages "by tube" to the main office and then they must take their turn with other messages, and then may get through in five minutes, or not for seven hours. At least one hour could be saved if the men remain on the direct wires, and it would seem that if they have spare time, messages could be sent from the main office to fill in, thus saving on the whole operation.

#### Carelessness Annoying.

On the part of the telegraph companies, there are complaints of delays occasioned by the carelessness of senders. Abbreviations and failures to give proper addresses are a source of annoyance and delay, especially after Exchange hours. For instance, "P. & G." may mean Parker & Graff, or Proctor & Gamble. Some of the trade use "For" for "Fob New Orleans," and "Fogal" for "Fob Galveston." The operator must take time to write out the words as they should be and the sender saves no expense and loses the time.

Another source of delay is the shortage of messengers. This is already marked and is becoming more so. It would contribute to speed in transmission and co-operation with the telegraph service in its difficulties, if we could send our messages to the office, as far as possible.

I think that the grain trade should impress upon the

believes that all interests will be better and more thoroughly served by an open field for all.

**The President:** The next is the report of the Committee on Membership, by H. E. Botsford, Detroit, Mich.

## REPORT OF COMMITTEE ON MEMBERSHIP

**H. E. Botsford:** In presenting the report of the Membership Committee, I am pleased to advise you that the year just closed has been the most successful in the history of the Association, as far as the enrollment of new members is concerned. Three hundred and nine new names have been added to the roster since the last meeting in Buffalo. Never in the history of the Association have the members turned to with such enthusiasm and sincere effort in boosting the Association. The record of recent years was: 1912, 252 members (a record up to now); 1915, 216; 1916, 233; and 1917, 231.

#### The Leading Boosters.

Special credit must be given to J. H. Beusse, Tausend & Maloney, Early Grain & Elevator Company, A. S. MacDonald, and the late T. G. Moore, all of whom secured more than 10 new members. J. H. Beusse has broken all booster records in securing 41 applications, and I suggest that he be given a vote of thanks for his untiring efforts.

Personally I am delighted with the showing made, and extend my sincere thanks, as well as those of my committee, to the members of the Association that have made this great record possible.

The Grain Dealers National Association is now one of the largest, strongest and best trade organizations in the country, with a record of patriotism, honor and integrity second to none. It cannot do otherwise but flourish as long as its high ideals are maintained. Gentlemen, it is an honor to be a member of this great Association and every member should deem it a duty and privilege to promote its welfare. We will not be content until every representative grain handler is numbered among us, so as the boys "over there" say, "Carry On."



## Tuesday Morning Session

The convention was called to order by President Eikenberry at 10:15 a. m. He said:

Before Mr. Reynolds takes the floor, I desire to state that in my address yesterday I called attention to the fact that the Advisory Committee which has been working with the Food Administration since some date in May was requested to take on the additional labor, we may say, for it has involved a considerable amount of labor, of determining for the Food Administration what might be called a reasonable profit in the operation of the grain traffic. Their deliberations were extended to Washington and New York in conference, or collaboration, rather, with both Mr. Stream and Mr. Barnes. While the definite conclusions are not yet in shape to report, yet, with the consent of Mr. Barnes, and at his suggestion, and that of Mr. Stream, Mr. Reynolds will bring the matter before this convention for a full and free and impartial discussion; not for a determination on our part of what may be considered reasonable profits, but we feel our consideration will have weight in the final determination, and the things we say and the conclusions that we may arrive at in this discussion will have their influence, so long as they are reasonable and sane. I take pleasure in calling upon Mr. Reynolds for his report of the Committee on Legislation. [Applause.]

### REPORT OF LEGISLATIVE COMMITTEE

**Mr. Reynolds:** So far as the Legislative Committee's labors during the past year are concerned, we have not tried to combat legislation at all. We have conceived it to be far better to fall in line with the general trend of things and to co-operate along the line of executing, as far as possible, the executive orders

up such a magnificent structure as the grain trade has built up, with many of the impediments and hindrances of old control and law that we had to contend with. And so we have arrived. Where? At a point where we have practically no law controlling us; we have only executive order and usages that have been in force probably but a few weeks or a few days.

### What of the Future.

Now from what standpoint can we argue for the future, and what is to happen when the war is over and when we are supposed to return to the old way of doing things? We will never return. We will have, when this war is over, just two grand bulwarks on which to base our action and our entire course for the future; one will be a somewhat altered Constitution of the United States; and the other will be the Supreme Court. Gentlemen, we are daily casting into the legislative scrap heap those old obsolete laws, those laws which have impeded progress. That scrap heap grows daily, and it will continue to grow, and we will fall back on those two great bulwarks, the Supreme Court of the United States and the Constitution in its new and altered condition. From that we will then start and build up a commercial greatness undreamed of by the grain trade, and which will now seem impossible for us to comprehend.

From all of this you may readily understand why I did not attempt to write a legislative report. I expect to see the time when the Sherman Anti-Trust Law will be expunged from the statute books, or so altered that it will have no semblance of its former self. I believe that that great Interstate Commerce Law will be so altered that you and I who have been harried by it since 1887 won't recognize our old companion. I expect to see a sane, reasonably reasonable, workable control of the grain industry. I am not a pessimist by any manner of means, and I believe that out of all this turmoil will come a new and a better era for the grain trade. [Applause.] As the

how." That is a very unfortunate and unpatriotic expression. It crops out in a good many ways. I don't know better how to illustrate it than to give you a little experience in our own business.

A few weeks ago, in closing up our business for the year, I went to our attorneys and asked for their bill for services during the year, and they presented a bill about twice or three times as great as I expected, and greater than we finally paid; and in arguing the matter, the attorney said: "Look here. You ought to pay me that money. If you don't pay it to me, you will pay 85 per cent of it to the Government. Now as friends here, you can invest 15 per cent in me, and that is all you lose, because the other 85 per cent will otherwise go to the Government." Now, we have that cropping out everywhere. Every man that comes to you for an increase in wages will likely put up to you that same argument. Every expense that is suggested to you will smack somewhat of that sentiment. Why not do it? Why not increase this expense to that extent, since it only costs you 15 per cent because you are going to get into the 85 per cent class in classification.

### Duty to the Government.

Gentlemen, I want to decry that fact. It is the most unpatriotic and insidious doctrine that has cropped out during this entire war. [Applause.] If you are anything at all you are the custodians for this great Republic of the commercial industry in which you are engaged, and it is your sworn duty as citizens to make all you can so you can pay as much taxes to this Government as possible, and whenever you disseminate any part of that tax in any other idea than on business principles, you are just that far falling short of your patriotic duty. [Applause.] Pay your labor enough—yes. But whenever you pay a man more than you think you ought to pay him and under conditions of that sort, you are a conspirator against your Government. [Applause.] And whenever for any reason you wantonly and willingly increase your expense account because only 15 per cent is really expended, you are just that far unpatriotic. Don't do it. Make all the money you can legitimately under the rules and regulations laid down by this Government, and willingly and honestly and patriotically pay your part of the taxes. [Applause.]

Now, as our president has said, the legislative duty has shifted very largely from the regular Legislative Committee to the Grain Advisory Board, and he explained to you how that Board came to be appointed at the solicitation of the Food and Grain Departments. There are 12 members of that Board, and it so happened that two members of the Legislative Committee were made members of this Board, and that so entwined and interlaced the work of the Legislative Committee that it has largely shifted to that Board. What are the duties of the Board? Wholly advisory. Simply that an inexperienced Food Administration saw proper to call to its assistance what the committee deemed to be the best source from which to gain information on which to base all of its actions.

### Schedule of Profits.

Now, there has been quite a conflict in Washington over the administration of a certain law which Congress passed last year controlling food and its distribution, particularly on that part of the law which provided that there should be no undue profits taken by any branch of commerce or any one engaged in distributing foodstuffs. It was first conceived that the Federal Trade Commission was the proper body to administer that law. It was later found that there was no real dividing line between other provisions of the law and the profit or unreasonable profit provision of the law; and by a kind of tacit understanding the execution of the entire law drifted into the hands of the Food Administration, and they have gone on fixing profits and in some cases fixing prices to comply as they conceived it as nearly as possible to the provisions of that law.

About two months ago Mr. Stream asked the Grain Dealers National Association to prepare a schedule of differential profits for the grain trade, different branches of the grain trade, and present the same to him, and if possible he would have it adopted. Now, I want to be understood very distinctly on this subject so we will not have to go over it too many times. It is intricate; it is not understood, and it is the one remaining topic on which this grain trade has not surrendered that last scintilla of its old idea that it must not be controlled. First of all, get out of your mind that it is any figment of the imagination of the Food Administration that they ought to do that. It is nothing of the kind. It wasn't even conceived by the Food Administration, and they would prefer to have nothing to do with it. But here are the facts. A law was passed by Congress. Among many other provisions and conditions of the law was this one provision. I wish I had a copy of it here to read to you, but the condition in substance was this: "That no handler or distributor or dealer in any foodstuff should be allowed an unreasonable profit in handling it."

### The Word "Reasonable."

Now, it is unfortunate that that word "unreasonable" had to creep in. You know how we fought against that "reasonably clean" and "reasonably dry,"



FROM THE GREAT CORN STATE OF IOWA

controlling the grain industry. As was stated to you in our opening meeting yesterday morning by our worthy president, the attention of legislation and the control of business has shifted from Capitol Hill yonder down to the Executive Department at the other end of Pennsylvania Avenue. It was very aptly put, and no branch of our business has been more thoroughly apprised of that fact than your Legislative Committee.

At the present time I may say that no law on the statute books of the United States pertaining to the commercial industries of the country is operative. Scarcely a single law under which you and I have been accustomed to control our actions commercially is today operative at all. They might just as well have been expunged from the statute books. They might as well have been obsolete from the reason of disuse. They are not operative. Therefore when some one says to me, you can't do thus and so because it is the law, it has no weight with me. I want to know what the latest executive order is. There is probably no stronger evidence of our patriotism than the fact that we do not plead from our old standpoints of the law. We have dropped all of that, and simply want to know what the Executive Departments of our Government say about doing this thing or that thing. In that complete shifting away from those laws and into this new zone or new era of action, in the very transition we have had very forcibly pointed out to us the inherent defects of the old laws and the old methods of doing things, and a careful review causes us to stand aghast at the fact that the old way of doing things under the old laws was crude; and the only wonder is that we ever built

Governor said yesterday morning, there is room for the grain man, and all of this talk and bosh about doing away with the middle man, and we are the middle man—we are the target at which some of the shafts of the socialists have been hurled—all the talk of doing away with the middle man, and doing what a high official at one time said to me, "breaking down every barrier between the producer and the consumer," is absolutely impossible. [Applause.]

### Farmer Not a Grain Man.

Whenever you try to make even an ordinary grain man out of an extraordinarily high class farmer, you spoil both. [Applause.] And whenever you try to load grain onto a railroad without any trained supervising influence and send it forward to an unknown destination through unknown and untried and untrained sources, you will obliterate this great institution that has been built up by the best minds of the grain trade for the last 60 years. (Applause.) It is impossible. It is impracticable, and I advise the grain trade not to shy away from the question, but to meet it boldly with the faith that is within you, that you have a place, and that the laborer is worthy of his hire. I am not afraid of legislation. I am not afraid of socialism. I am not afraid of the crank that will go to Congress and try to start up a great turmoil against the grain trade. They have all failed.

Now, I want to speak of one fact which has been driven home to me very strenuously in the last month or two. It is a little apart from legislation, and more on patriotic lines. There has arisen in the past few months an idea about like this: "What is the use of striving to make a financial showing? Why make money? It will be taken away from us any-





INDIANAPOLIS, IND., BY GOSH!

and "reasonably plump" and reasonable in color when we were fighting this grain standardization. You know how we fought to keep out the word "reasonable," or "unreasonable," and you know how very unreasonable some people are in applying the rule or reason, and you know how very indefinite "reasonable" is. But it is there, enacted by Congress and passed up to the Food Administration to administer the law, and there is no use in kicking about the facts that are indisputable and that are irretrievable as far as the passage of the law is concerned.

Your Legislative Committee was cognizant of the defect in that bill when it was up, but it was our idea that any fight against that bill would reveal a possible unpatriotic motive and sentiment in the grain trade that would get dangerous and might undermine the well-being of the grain trade by destroying the confidence in which we are held in Washington. And so, gentlemen, we have arrived at a point where the execution of the law is in the hands of the Food Administration, and they have passed along for the consideration of the Advisory Board the question of reasonable profits.

Now, what are you going to do about it? There it is, a war measure in war times, when you can't back up nor turn around nor change things, but you have to go right straight along in the battle and face it, and you have to comply with it, and I hope that every man within the hearing of my voice will submit quietly and patriotically, just as he has submitted to everything else. I had a man say to me since I have been in this city that it can't be done. I don't want to dispute that man's word, but, gentlemen, I know that it can be done. I know more than that—it will be done, and I know when it is done that you men will submit to it just as gracefully as you submitted to all those other things; and I know more than that—it isn't going to hurt you very much. Don't censure Mr. Hoover; don't censure Mr. Stream; don't censure Mr. Barnes; and don't censure the Advisory Board. They are going to work it out. They are going to try to agree, if they can agree; they haven't agreed yet. The one fact that must be paramount in all of your reasoning is, don't say how unreasonable this thing is. Whenever you do, you get over to that same discussion of the question, what is reasonable, and what is unreasonable. The law has been passed, and we are operating under it now, and some of you might have your license taken away at any time for violating that law, although you might violate it unintentionally and innocently.

#### An Analysis.

Now to avoid that very emergency is the reason the question is up at this time, and I am ready to take off my hat to Mr. Hoover and to Mr. Stream and to Mr. Barnes for the not only reasonable and sensible, but the very patriotic attitude they have assumed in passing it up in a measure to the grain trade for advice and solution. Now, with the law passed, with the fact fixed that you have got to come under it, and that you are under it now, let us proceed to analyze the situation.

The first proposition that presented itself to everybody concerned in the matter was: "How am I going to determine how much I can have a bushel for handling grain; how much for wheat, and how much for oats, and how much for this and for that." If I bought a thousand bushels from Sager, how much am I to be allowed to make on it and sell it over here to Armour. Along that line we then proceeded, but it soon was determined that that was not practical, reasonable, and never could be worked out; that we couldn't possibly say that three cents

a bushel, six cents a bushel or seven cents a bushel would be fair for handling wheat in Indiana, and that five cents would be reasonable in New York, and 10 in Oklahoma. It wasn't possible to say that one man with facilities the best that could possibly be produced should handle grain cheaper than another man with crude facilities whose expenses would be double. Therefore that whole proposition was abandoned. It evaporated into thin air, because it had no foundation and nothing on which to base a reason.

#### Per Cent of Profit.

Then the next thing that came up naturally—here is an industry with money engaged in its prosecution. How much are we going to allow, what per cent of profit to be made on the investment. And we proceeded along that line a while. It soon developed that that was just as, and more, unreasonable than the other. Why? Because, here is a man with \$10,000 invested. He might do a million dollars worth of business, and with that \$10,000, if we allowed him any reasonable amount of profit, commensurate with the amount of business he did, it would be clear out of reason with the man that had \$10,000,000 in his business. So that the whole thing was declared unreasonable and not at all feasible.

#### The Annual Turnover.

Then it was finally conceived that the only possible basis was to arrive at the per cent of profit on your annual turnover. Now I want to make plain about turnover. It seems there ought not to be very much doubt about what that means, but there is. By annual turnover in handling grain we understand it to be the amount of money coming in from all sales of grain. It doesn't make any difference how much it cost you. It is the amount of money you get in during the year from the sales of grain. That is your turnover. That is the definition we have decided on for turnover. It doesn't mean the amount of money you got in for selling coal or feed or selling seed, but how much money did your cash books show you got in from the grain transactions. Because the price of wheat has been somewhat fixed there is a great misunderstanding about that. The wheat is included. All grains are included. So the Committee proceeded to analyze the proposition from the standpoint of profit that might be allowed on your annual turnover.

Now, there is some difference of opinion in the Committee in regard to the question of classifying the grain business. When the meeting of the Board adjourned in New York a week ago last Friday it was decided that the matter was not in condition to have it discussed at this meeting, and I did not, up until yesterday, intend to bring it up at this meeting at all. There were so many asked me about it, and I found it was the subject paramount in the minds of so many that I ventured to ask Mr. Barnes yesterday what he thought about it, and he said that he thought it was a good thing to have the matter discussed here. I am assuming somewhat of a responsibility in bringing it up. Mr. VanDusen, of Minneapolis, the chairman of the Advisory Board is not here, but I have a telegram from him on the subject in which he said that he advised my asking Mr. Barnes about it, and if he thought all right, to bring it up, and Mr. Barnes having said before I received this telegram that he thought it would be a good plan to bring it up here, I ventured to bring it up, probably laying myself liable to censure from other members of the Committee. But I believe this meeting would not be complete without this matter being brought up.

#### Question of Classification.

Now, this classification question of the grain trade. There was one section of the Advisory Board that believed the grain business ought to be divided into three or four classes. Among these would be the country shipper; then the terminal elevator; then the grain merchant; and then the commission man. I am not going to say who offered any one of these plans or who opposed the plans. I think the Board would all have agreed on a division had it not been that the Government authorities felt that that was complicated and wanted to put it all in one class. That is the basis on which we are proceeding now, because that is the basis on which the Government asked us to proceed.

A good many difficulties came up. In trying to determine what a reasonable per cent of profit would be in the grain trade as an entire class we started out on a quest for information, and we gained a great deal of information. We found, for instance, that there were grain merchants whose turnover last year and for the last five years had netted them less than six-tenths of 1 per cent. We found country shippers who claimed to have made 11 per cent on the turnover for the last 5 years.

#### A Five-Year Average.

The Committee conceived the idea that if we could secure to the grain dealers of the nation the per cent of profit on the turnover that would be equal to the average of the last five years of business, that we would have accomplished all that could be required, basing our idea along that line on the fact that two of the last five years participated somewhat in war conditions, and that the three years previous were fairly representative years in business, and therefore if we could combine a period of pre-war

conditions and partial pre-war conditions with a period of war conditions, we would have arrived at a fair basis on which to predicate a profit that might be allowed during the continuance of the control of the grain industry by the Food Administration. I think you will agree that that is not a bad basis on which to start. So we wanted our information on the five-year period up to the end of 1917, and we found that sort of a variation, from six-tenths of 1 per cent grain merchants to as high as an average of 11 per cent with certain country shippers. Now, that is not an unreasonable variance. Do not understand that I am criticising that variance. It is not unreasonable. Why? Because some grain merchants would handle \$50,000,000 or \$100,000,000 worth of business, and some country grain shippers will handle less than \$60,000 worth of business in a year.

#### A Problem for Solution.

Now those wide divergences in the volume of business present a problem that is so intricate, and all of the varying conditions between those divergent points are so complicated that to put it into one category seems impossible, and it is the one problem which staggers everybody who undertakes it. But proceeding along that line, and after very careful deliberation, we brought in a report. We were asked to bring in a report now, not based on what would be a reasonable profit under the law, what would be a lawful profit under the law, but we were asked to bring in advice as to what would be a maximum profit which might be allowed and yet not infract the law. Now, get that carefully in your mind—that we were proceeding along the line of attempting to set up a danger post, past which the grain trade could not go without having violated the conditions of the law. There is a vast difference between what may be a reasonable profit and what may be a danger point beyond which you will not be allowed to go. So our report was brought in putting the grain trade all into one class, as far as class was concerned, setting up the danger signal or the maximum beyond which the trade could not go in profit on their annual turnover. We divided the business into two divisions—those turning over \$300,000 or less and those turning over more than \$300,000. And our advice was that they adopt a maximum of 5 per cent to be allowed on the turnover of all firms up to \$300,000, and that all over \$300,000 should be allowed 3 per cent. Now, let us assume a turnover of \$600,000. On the first \$300,000, that firm would be allowed 5 per cent; on the other \$300,000, 3 per cent.

**Mr. Goemann:** May I interrupt you just a second in order to make clear the situation, as to whether that is gross or net.

**Mr. Reynolds:** This is all on the net. Probably I should have spoken of that sooner. I see a reporter just left, to report what I have said, and he has only got half of it, and I have found that a half a truth is sometimes an untruth. He has gone to report what I have so far said, without waiting for the rest, to get it into an early edition of his paper, and that may show that it is incorrect, and that is what makes me sore on newspapers once in a while. I think I have a right to be a little indignant over that kind of treatment, because this Committee is laboring for nothing and paying its own expenses trying to get this thing in shape, rather than having those expenses borne by you. [Applause.] If there are any other newspapers represented that are not

CAIRO IS SOME MARKET  
W. S. Powell and W. L. Duncan.



in such a hurry, I hope they will report what I have to say about it.

Now, then, there must be something carefully noted. In your expense account you will be allowed all your ordinary expenses. You would not be allowed any per cent on your money invested unless it was in preferred stock or bonds standing against your business on which you paid interest. You would not be allowed as an expense item the Federal tax that you might pay. Your income tax is not an expense item, and that is well to note in all dealings with the Government in which you deal with profits, they do not allow Federal taxes as an expense item, anywhere. You pay tax on tax, and that is all right. The Government has to get the money, and if they get it the same way from everybody, it is all right. [Applause.]

**Mr. Wells:** Mr. President, so far as I am concerned I might state that naturally I have taken the position of the country shipper to heart. The fellows in the terminal markets are pretty well protected by their limitations. The country shipper assumes the risk of ownership to a greater extent than any other handler in the trade, from the time it leaves the farm until it reaches the terminal elevator, and we get some very bad experiences along that line. He may have an unreasonable margin of profit in one case, and an extremely heavy loss in another. I know just recently of two cars of wheat that were shipped, bought as No. 2 in good faith, that came into Chicago, and there were no elevators to handle it, because it had excessive moisture, and the consequence was, it stood on the tracks and got into a heated condition, and there was a heavy loss on those two cars. That is one reason why I say there must be a wide latitude, there must be a wide maximum, to give the country dealer a chance to live, and to give him courage and the initiative and energy to carry on this business, moving it from the farm. I know today of grain dealers that are lying down because they fear the conditions. Now, possibly they are weak; possibly they are wrong; possibly they ought to be braced up. But the one argument that I have been putting up all the time is that you must maintain the courage and the initiative and the energy of the country dealer or you can't move this grain from the farms. Therefore, I have been opposed to making the same percentage of net profit for the country dealer as for the larger dealer, which was suggested in the beginning of the conference. And I certainly will oppose it, even to the point of resigning from the Committee. The net profit under the recommendation of the Advisory Board is a wide one, to cover the maximum. Personally, I think it is wider than necessary. I don't believe it is wise to express in this meeting what was expressed by the Government officials, but I would be glad to hear a little discussion of the dealers here as to what would be, in their minds, a reasonable profit. That is, a reasonable maximum profit to cover the conditions. Now, as I understand it, elevators with a turnover of less than \$100,000 will practically not be considered. The Food Administration regulations practically do not include operations of under \$100,000 turnover. So that if a country dealer has a turnover of \$150,000, even on a 3 per cent basis he has got \$4,500 absolutely net profit. On the 5 per cent he has got \$7,500 net profit. Now so far as I am concerned as a member of that Committee, I hope the grain trade will get down to the line just as close as they can, and I feel that it would be unfortunate for us if we cannot present finally a report and a recommendation that will be satisfactory to the Government or to the Food Administration Grain Corporation. It is the first time that we have presented a recommendation to the Grain Corporation that has not been accepted, and I regret that the situation is as it is. [Applause.]

**Mr. Clemons:** Gentlemen, Mr. Reynolds, Mr. Wells and myself were named on this Committee to represent you people; that is, the handlers of grain throughout the United States. The only question of the wisdom of our President in naming this Committee with me is that he erred in judgment in putting me on that Committee. However, as an excuse for him doing that I will say that possibly he took into consideration the conditions that existed in the Southwest and thought that possibly I might be of some help in working out a solution of that condition.

In our work at Washington and in New York, I will say this: I believe that some of you may have gotten a wrong idea from what Mr. Reynolds has said on this maximum profit proposition. The idea is just simply this: There is no guarantee that you will make 5 per cent, 3 per cent, or any other per cent on your turnover. There is no guarantee of that, understand. It is just simply that if you do make it, or if conditions should be such that you should be forced into a profit of that kind, that you will not be criticised for doing so. There have been conditions under which men have been forced into a very unusual profit on some individual transaction, and it might arise where a man with a very small amount of turnover in a year might be forced in to that condition and be considered a profiteer. The idea, I believe, with the Food Administration in asking us to fix the maximum net profit for the grain dealers was to shift that responsibility from them to this Committee and through this Committee to you. If for any reason any trade

organization or any one saw fit or thought they had a grievance and made a complaint to the Federal Trade Commission or to the Food Administration, that a man over at a certain place was buying grain with too much of a profit, whoever that complaint was made to could say to the complainant that the profits for that man for the year have been taken care of, and if at the end of the year his business shows an unusual profit, that will be taken care of.

One thing Mr. Reynolds did not touch on is individual transactions. We were asked to fix a maximum profit on individual transactions.

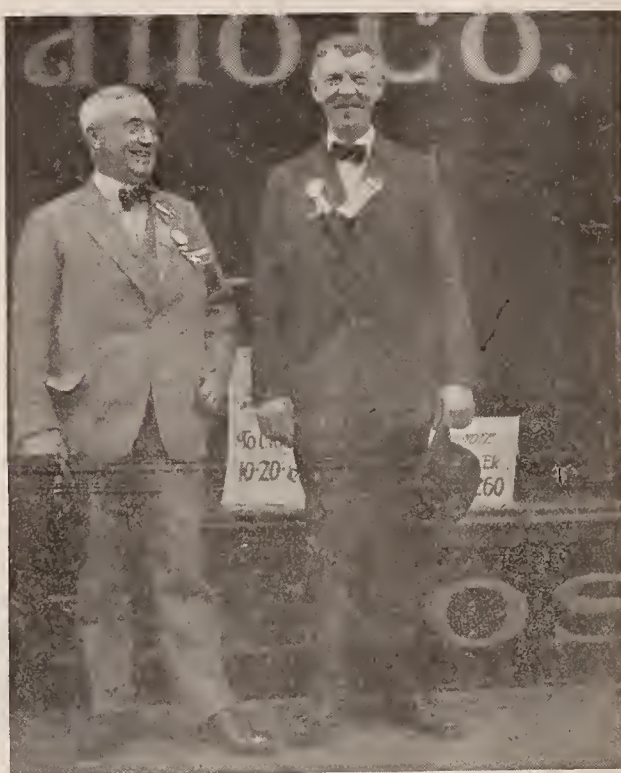
**Mr. Reynolds:** In wheat only.

**Mr. Clemons:** Yes. Which we absolutely refused to do. We don't believe that it ever could be done successfully, or acceptably to any one, not even to the Food Administration themselves.

**Mr. Metcalf:** What do you mean by individual, as used there?

**Mr. Clemons:** I mean just this: You might have accumulated or bought some oats or some corn or some wheat at a time when cars were scarce, and the market might go soaring and you would be forced under those conditions into an unusual profit. One member of our Committee last year was forced into a profit of 42 cents a bushel on some oats in just that way. He would have shipped the oats any time during the time that he carried them if he could have gotten the transportation for them. Now that man should not be considered a profiteer.

Now, gentlemen, I want to call your attention to



CHEERFUL WORKERS FOR THE VISITING DEALERS  
W. M. Bell and A. R. Templeton.

this question: I see that some of you may have gotten the idea that the Government is guaranteeing you a profit or has got to allow you to get a profit. If you do get it, they will not prosecute you, but if you don't get it, don't be surprised, for I don't believe there is a man in this room that has ever been able to realize a net profit of 5 per cent on a \$300,000 turnover in one year in the grain business. The figures that we had before us didn't show any such profit, but we did not feel that we would be justified in getting down to the exact figures, or anything like the exact figures, on a proposition of this kind, for the reason, as I have said, that conditions might arise where a man would be forced into an unusual profit. [Applause.]

**Mr. Reynolds:** There are one or two points I want to touch on further. The recommendation of the Committee was, a turnover on commercial transactions in grain. That, as we conceived it, or construed it, would cut out a profit that you might make on a speculative transaction. And further, your feed business and your seed business, and your side line business would all be cut out of this, because this is not an attempt to control them under this act. If you handle coal, the Fuel Administration gives you the margin that you may have on it. If you get off into some other commodity that is controlled by some other part of the Food Administration, you will be controlled through that channel. But we were attempting to establish what you might make net on your annual turnover in grain only. Flour would be another proposition. The profits you may make on flour are prescribed along other lines; that is, wholesaling flour. So that we were only striving at the grain profits alone, and a maximum profit. I think that probably some defects in bookkeeping may have led some of you to believe you made more profit than you did. I believe that if you were trying to boost your profits to a good high level, you probably did not charge in part of your expense in your coal handled, or your

feed handled, or your side lines. I think if you borrowed money to carry on the business with, probably you charged it all up against your grain. Maybe that wasn't fair. Maybe you had a few car loads of timothy or clover seed on hand, and borrowed the money at the bank to put in that seed, whereas if you hadn't had that you might not have had to borrow money at all. Now, one of the big problems that will confront you all when it does become operative—and it is operative even now, whether we agreed or not—something is operative; I don't know what it is, and I don't know who is going to tell you what a reasonable profit is until somebody sets the figure. They are hesitating, and asking us to change our report. It may possibly turn out that we will determine that we ought to change that report somewhat. A good deal will depend on the discussion here, and I hope this discussion will be free and right out from the shoulder. But you are operating under that law now. Now the reason that no business under \$100,000 will be taken into consideration is because you are not under license in that case. The license is only a means of control; that is all. It is simply locating you. It is entering you on the books of the Government so they can put their fingers on you. And what is the penalty? I don't know what the penalty is. Here is practically a penal code, without a penalty. But it is just like I said before. We have practically cast into the scrap heap all law and are operating under executive order, and executive order is sometimes a little indefinite because it comes from sources not immediately acquainted with conditions. So what is the penalty? I can only surmise. First of all, they will take your license away and stop your business. You may say, "Oh, well, that is far fetched." Oh, no, it is not. There are people right today with their doors shut and the combination turned on the safe and business suspended because they violated the Food Act. And that is what can come to you, and to me. And that is what ought to come, whenever you are guilty. Now, what else can they do? There are two cases now in which it has been said that certain dealers in Kentucky are going to have to disgorge profits they have made. No law on the subject. No law anywhere that says that they have got to disgorge. There was no law that gave the Food Administration authority to assess a penalty of 5, 10 or 20 thousand dollars on those six or eight hotels in New York because they violated the Food Act, but they did it, and they closed their cafes and they assessed fines and turned it over to the Red Cross. And I guess that is a good thing. There is no law on it, but what are you going to do about it? Down in my town an officer walked up and arrested a man for some trouble that arose, and the man says, "Why, you can't arrest me for that." The officer said not a word, but took the man to the jail and after he got him in jail the fellow says: "I still insist you can't put me in jail for that." "Yes, hut you are in jail, aren't you?" (Laughter.) That was all there was about it. One of the greatest judges I ever knew in my life, none other than Judge Anderson, of whom you have no doubt all heard, who sent the dynamiters up and sent the fraudulent voters up at Terre Haute, one time in a matter before him the attorney argued that there was no law on a certain point. He said, "You can't point anywhere to any such law." "Yes, I can. From this time I have made that law. [Applause.] And that is law now. Now, that is just what they are doing in the execution of this law under the Food Administration.

Now I hope we will have a full discussion of this matter. I don't know that I can answer all your questions, but Mr. Wells and Mr. Clemons are here to help me. I am sorry that the whole Committee is not here. I want to say that I am not as keen of hearing as I was at one time, and I may ask some of you to repeat your question or have the Chair repeat it for me.

**The President:** Gentlemen, you will begin to agree with me in some appreciation of the difficulty of the task that confronts this Advisory Board. Of all the tasks that have been placed on the grain trade by the Food Administration, this involves more intricacies than any other and involves more discretionary wisdom on the part of the men who handle it.

Answering Mr. Clemons, I wish to say that I have no regrets when I consider the personnel of the men on that Committee whom it was my duty to appoint. They have handled it to the entire satisfaction of the trade I am quite sure, and I am quite sure that you will approve their findings and their progress to the present point. Now, the whole matter is open for discussion. They have made definite recommendations, which have not been accepted; neither would any definite recommendations that this meeting might make be accepted, but any new angles that are developed here in discussion or any sentiment that might represent in a general way the sentiment of the grain trade will have reasonable consideration with the authorities at Washington. I can assure you of this fact because all through our relations with the Food Administration anything that developed that we could demonstrate represented the general opinion of the grain trade was given the sincerest and most careful consideration.

**John S. Green.** Mr. President, I wonder if Mr. Reynolds might tell us whether or not in his judg-



ment a transfer of the administration of this matter to the Food Administration from the Federal Trade Commission will likely make it possible for the Federal Trade Commission to keep on asking of us those statements that they did last year. They asked for statements last year of the number of bushels of grain of all kinds we handled and the cost of handling each kind of grain. It is a very difficult thing for the average grain dealer to separate all those different things and it has been necessary for us to add very materially to our bookkeeping system and it is a source of annoyance and constant worry.

**Mr. Reynolds:** I will say that the whole question of the execution of this law is at the present time somewhat uncertain. There are certain parts of this law that refer so very definitely to the Food Administration that it has been confusing as to whether the Federal Trade Commission might not be entirely supplanted. The Federal Trade Commission at one time conceived it to be its duty to take that part of the law and execute it itself, and they sent out the very kind of report that Mr. Green refers to. They wanted to know every transaction for five years back. A good many tried to make those reports. I wrote to them and said that I considered it a very unreasonable request, and I hoped that they could see their way clear to withdraw it, as it was not only confusing but was not likely to yield any information of value, and to my knowledge I heard nothing more about it. I would like to ask Mr. Crabbs, if he is here, if they ever came back about it.

**Mr. Crabbs:** They answered the questions they could answer, and simply let the rest of them go unanswered.

**Mr. Reynolds:** It has been rather tacitly agreed, for the present at least, that the Food Administration may proceed and try to execute the law. But at the same time the Federal Trade Commission is holding a threat all the time over the Food Administrators that this law must be enforced. Mr. Brandeis, of whom you have all heard, of Louisville, Ky., is the head of the Department of Enforcement of the Food Administration, and was present at some of our meetings in Washington. His duty is to see that the law as enacted, and the orders as promulgated by the Food Administration and Grain Corporation are carried out; that they are enforced. I don't know, Mr. Green, how soon the whole matter might get over into the Federal Trade Commission, and I don't know anybody else that does. I asked Mr. Barnes, and he said that all he could say about it was that the Federal Trade Commission had asked them about certain irregularities and sent out their agents into Kentucky to investigate. I guess you refer to that, probably—some of their agents down in Kentucky that went around to the country elevators and made some investigation as to unreasonable profits and said, "You better disgorge and get it out of the way before the Federal authorities get to you. Those were Federal Trade Commission agents. They were not even sent out by the Food Administration, but they were sent out with their knowledge. It is one of the inevitable difficulties that come up in trying to execute a law that has so many angles of uncertainty to it. I wish I could answer it better. Maybe Mr. Wells can give us some information on it.

**Mr. Wells:** If I have a clear understanding of the situation, it is something like this: We are undertaking to establish a line absolutely protecting you against complaints that may come from various sources, State Food Administration or the Federal Trade Commission. But it is quite certain that if we can establish a reasonable basis that the Food Administration will recognize, that the Federal Trade Commission will be very apt to take it into consideration, and I think that that is one reason why we should, if possible, agree upon a reasonable maximum basis that will be upheld by the Food Administration, and then we will have the influence of the Food Administration with the Federal Trade Commission, the State Food Administrators, the county agents and the state agricultural colleges and the departments of agriculture and the Bureau of Markets and several other bodies to back us. [Laughter.]

**Charles Macdonald (Duluth):** I simply wanted to say that my understanding is that the investigation made by the Federal Trade Commission is by direct authority and direction of Congress, to investigate as to whether there is a monopoly in the handling of foodstuffs, and one of the angles that that investigation has taken is to investigate the grain trade. Now, all of those interminable reports that they are asking for covering five years back are made under that direction of Congress, and I suppose they will continue until they are ready to make their final report.

**George Bissell (Central City, Neb.):** I wish to ask Mr. Reynolds whether this matter is to be retroactive or apply to the future only.

**Mr. Reynolds:** I don't know. We are subject to a law after its passage, and this was on the 12th day of August, 1917, I believe. Of course, when a law is passed and in force, we are subject to its provisions and conditions, and I suppose, of course, that some reasonable leniency will be exercised in the matter, and I am led to believe that because of this very effort that is now being put forth to try to get the trade into a channel where they will not be interfered with. We could hardly close the doors on a

firm that violated the law a year ago last August before they knew what the law really provided, and there is a great struggle now to interpret the law. But I wouldn't like to give anybody the assurance that that 20 or 30 cents a bushel they got on oats last year, even by reason of lack of transportation, might not get them into trouble. I don't know. I think, Mr. Bissell, that is a question that ought not to be given very great prominence now. What is done is done, and I think the Government would at least apply Justice White's rule of reason.

**Mr. McCord (Minneapolis):** In the case of a concern conducting under one name a commission business, a terminal elevator business and a shipping business and a line of country elevators—does that all come in under the turnover?

**Mr. Reynolds:** Yes, that all comes in under one head. And there was just the point where there was some difference of opinion in the Committee. We felt that the terminal elevator business was a business all by itself, and we felt that the country elevator business was a business by itself.

**H. B. Dorsey (Ft. Worth):** Mr. President and gentlemen, I understand that the Committee would like an expression from this meeting as to the volume of profits, and I am going to confine myself to that proposition. In Texas, if we do not buy but 10 cars of wheat and sell it—if we buy it from the farmer by the wagon load and sell it by the carload, that is a wholesale business, and we must have a license. Now, my opinion is that in this war crisis, every one ought to do all he can and he ought to keep his expenses to the minimum. I don't approve of labor coming out,

ness." We don't want to fix profits. We want to leave elasticity to it and keep away from the designation of reasonable.

**Mr. Dorsey:** I meant to recommend that as a maximum. That was my idea, to request the Committee to present that as a maximum.

**Mr. Reynolds:** I would like to say this. I would not like to see this convention go on record by passing resolutions or motions on this subject, but I would like to have just as much information and as wide a discussion as possible, but not bind down by any resolution that might in any way hinder the deliberations of the Committee. [Applause.]

**Mr. Wells:** I think, Mr. Reynolds, that the Committee clearly understood, that commission merchants are not included. The commission business is not included. Mr. McCord mentioned the general commission business, but as I understand it that is not included. Neither would the business of brokers be included, or terminal elevators operating as public elevators would not be included. It is only country merchants and terminal merchants; I think those are the two classifications that have really been considered.

**Mr. Clemons:** I wish to say to Mr. Dorsey this, in regard to his proposition. We have been up against just such propositions in our work, and I want to show you where it would be wrong. As an illustration, a man might handle \$95,000 worth of business in a year on a basis of 5 per cent and the maximum of profit he will get is \$4,750. He might handle \$105,000 worth of business, and his maximum profit under your proposition would be \$3,150.

**Mr. Dorsey:** No. My idea was to carrying out Mr.



HEADS OF REPRESENTATIVE GRAIN HOUSES

J. A. Jossman, Leroy Urmston and T. W. Swift

railroad people demanding or other labor demanding that their wages be increased or they strike. I glory in President Wilson's nerve in saying, "If you don't go back to work we are going to instruct the local draft boards to take all of your exemption privileges away and send you to the battle front." Now, I feel that in the interests of those whom they represented our Committee are laboring honestly and fearlessly for what they deem to be a reasonable profit, based on the past. And I believe that in the time of this war crisis we ought to cut our profits to a minimum. Of course, we have to pay taxes, we have to support the Government, we have to buy bonds and have got to pay taxes and all those things, but I believe that a reasonable profit during the war time might be fixed at say 5 per cent on \$100,000 or less, 3 per cent on \$300,000 and under, and 2 per cent on anything above \$300,000. I believe if we could request our Committee to bring this to the Food Administration, that it would be acceptable. It would show a magnificent spirit on our part to do our duty, and I would favor a recommendation of that kind.

**Mr. Reynolds:** Well, Mr. Dorsey, in a measure we could not even use the argument. We are now clear away from the question of "reasonable," and that is the stumbling block. We were asked to fix a maximum profit. I agree with Mr. McCord, and I think it is the unanimous opinion of the Committee that the per cents as recommended are high, but it is like the old story of the king who wanted to hire a coachman, and the applicants came in. They were being examined, and one of the questions was, how close could you drive to a precipice here and not tumble over, and one could drive with half of the tire projecting over, and so on, and finally, the man who got the position, said, "I don't know, sir, but I will drive as far away from it as conditions will permit." [Laughter.] We are trying to fix a maximum, and stay away from the whole question of "reasonable-

Reynolds' suggestion, that on the first \$100,000 he would be allowed 5 per cent, and above that up to \$300,000 the additional 3 per cent.

**Mr. Clemons:** I beg your pardon. I didn't know you meant it that way.

**P. E. Goodrich:** Mr. President, I am a grain dealer in Indiana, operating several elevators, and I am thoroughly in accord with the recommendations of this Committee, and for the very reason that Mr. Reynolds stated a few minutes ago, about the enormous profits that some people made last year from the fact that they couldn't get cars to ship their oats. I am not one of the fortunate ones, but there were men in Indiana that made as high as 60 cents on oats. If you reduce that too low, they would be violating it in spite of themselves, and they may do it again this year. Let the profit be high enough, and then pay the surplus to the Government, which needs it. [Applause.] I believe the Committee has done wisely, and I hope they will stand on the ground they have fixed until the Government does otherwise.

**Charles D. Jones:** Of course, nobody wants to ever be accused of being a profiteer. Neither do we want to assume the attitude to the Government of opposing any regulation or rule which in the judgment of our officials is best for the country as a whole. And I certainly do not care to place my judgment on a big question of this kind in contrast with that of the wise and able men whom we have at the head of our Government. But from the very beginning of this great question, the only way I could analyze the situation was that the work that was being done by the Government did not answer the questions that they were trying to find out. I think that the work of this Committee, the work that the Government is trying to do as a result of the work of this Committee, is really time lost.

The Government is trying to prevent profiteering, of course. That is laudable. But how are you going





FIRE INSURANCE DELEGATES  
William Reed and William Spokes.

to determine whether or not a man is profiteering? Is it because he has made an undue amount of money? Is it because his profits have been in excess of 3 or 5 per cent that he is a profiteer? Not at all. That is not fundamentally sound. The grain business is a business of such peculiarity that the man who makes the largest profit and by figures alone would be regarded as a profiteer, yet by actual demonstration that man has been the greatest benefactor to the people with whom he has been doing business.

For instance, there are two sides to the grain market all the time, the bull and the bear side. A man will run his business for the course of 12 months being bullish, and may lose money. He may run it on the basis of a bear, and make money. The man who was bullish probably sold every car of grain that he sold at a great deal higher price per bushel profit than the bear; had a loss all the time, it being a bear year, and had a loss always on everything he sold and in trying to get out of his loss; instead of being willing to work for one cent or a cent and a half, he was always trying to get four, or five, or six or seven. Well now, under those conditions his profits would show nothing undue, probably show a loss.

As a matter of fact, if you come to me and buy a car of oats for one cent a bushel profit to me on the basis of the cost of the grain today, while I may make 10 cents, I am not any such profiteer as I would be had I sold it to you for four cents a bushel over and above the market value on that day, the cost value that day. In one case I would have been four times as much a profiteer as in the other, and yet the two illustrations would show that the one that had sold on the smallest profit would show he made actually the largest profit, and consequently in my report would show me up as a profiteer.

To illustrate again, Mr. President. You have a man coming to you wanting oats for 60 days' shipment, as the country buyers all the time do, and I sell to you at a dollar a bushel. My friend sells oats the same day for a \$1.03 a bushel. He buys the oats right then and makes three cents a bushel profit. I wait 30 days before I buy mine and make 10 cents a bushel profit. My report would show that I had made 10 cents a bushel profit and consequently I have charged too much for my grain and have profited in the eyes of my fellow man, notwithstanding the fact that I did you the favor of selling you the oats 3 cents a bushel cheaper than the other man, who is not accused of being a profiteer.

Now, gentlemen, those are fundamental principles involved in the conduct of the grain business, and if the Government wants to find out what we are doing in the way of profiteering, I have contended to this Committee and others that if they will come to me and say, will you please make an affidavit as to how much profit you are asking for your oats or corn or wheat today, over and above what it would cost you today, and I will make an affidavit to it—there is no one here that is going to swear to a lie. Now, if you are not going to run into large profits at times, the only other way in the world that they can have control of profits that you are to make is to establish your price on coarse grains, just as they have on wheat, and none of us wants it.

I don't think there has been anything in the conduct of grain business that warrants the Government in feeling that the grain dealers to any extent were

profiteering. I don't believe the agitation is necessary as a result of any infringement on the part of the grain trade, and therefore I feel that the whole question is one in which the Government is getting itself into deep water, and with all the ideas and all of the per cents that they are willing to allow and permit you to make legally, that is not preventing profiteering, because, in the course of 12 months' time, you may charge 10 cents a bushel or an excessive profit some day over and above what the stuff would cost you that day, and that is profiteering, and yet at the end of the year your reports would not show that at any time during the year you had profited. And so I say that all those per cents you allow, and so forth, isn't going to prevent profiteering, and if you are going to prevent it in every instance, the only way you can do it, in my opinion, is to fix the prices of all commodities and require everybody to do business on that basis. As long as there is a fluctuating market from day to day, there will be a fluctuation in values, in profits, according to whether you happen to be a bull or a bear, and as I say, the greatest benefactor may have made so much profit that he would be subject to the charge of being a profiteer.

**Mr. Wells:** Mr. Jones has suggested the idea of fixing prices on coarse grain. There is no law that provides for it. Your losses and your profits during the year will offset each other to a considerable extent.

**F. A. Coles (Middletown, Conn.):** I want to ask whether I understood it right, that the Food Administration asked you to fix the limit on any one sale of wheat alone, but that they didn't ask you to fix it on corn and oats and barley and other grain.

**Mr. Clemons:** They asked us, or indicated to us that they would like to have us take into consideration individual transactions on all grains; but we refused absolutely to do that, for the reasons that have been stated to you.

**Mr. Coles:** I want to say "Amen" to what Mr. Goodrich has said. It doesn't seem to me, gentlemen, that the Government and the United States Food Administration need to split hairs with the grain trade as to whether they shall have 4 per cent or 5 per cent or 3 per cent or any other per cent. I have in mind a dealer in my own section of the country who last year did about \$7,000,000 worth of business, and he made about \$280,000. And he thought that he had had one banner year. I have in mind a manufacturing concern there that did about \$7,000,000 worth of business, and they made \$2,000,000 profit.

Gentlemen, it seems to me we can well leave this matter with the committee. The Food Administration has asked this committee to give them some judgment, and this committee has given to the Food Administration their judgment in this matter, taking into consideration everything which they have asked them to take into consideration, and I believe that when the Food Administration asks that and it is given, that the committee is well within their rights to stand pat. Their judgment cannot be changed after they have been in the trade as many years as they have and have given it as their judgment—that judgment cannot be changed by the mere saying, "Well, we think that is too much." It seems to me that we ought to back our committee in the idea that after the Food Administration has asked this, not as a reasonable profit, but as a maximum profit, and they have given their judgment on it after careful consideration, that they should not be veered around by every puff of the wind. [Applause.]

**Mr. Reynolds:** Gentlemen, Mr. Coles' illustration brings up a question on which I would like to speak briefly. The temper of the people, the temper of the country, the temper of the consumer particularly at this time will not admit of that elasticity or freedom of action in profits on anything that bears on food that it will in any other line. It is unfortunate, but it is a fact. We have had it so thoroughly drilled into us, and the entire world has had it so drilled into their minds, that anything that bears on food, on the cost of food to the people, will have more careful scrutiny than anything else. The manufacturing concern that made \$2,000,000 profit, they construe it this way: It is a good thing to make that. They paid it out for labor. They are going to advance the price of labor because this concern has made so much profit. But, unjust as it may seem, they lose sight of the fact that in this great struggle that the grain trade is having, they are also paying labor high prices.

And we must look at the other side again. We are not dealing with gross profits at all. We are dealing with net profits, and that they will allow you whatever price you may have to pay for labor to go into your expenses. The point I want to drive home to you is this: That the food supply is a different question from manufactured articles or any other line. I don't care how far-fetched the argument may be, the fact remains that if you want to get in bad, argue in any way in favor of advancing the price of foods and you are in without any further effort. (Laughter.) If you are just striving to get in bad, just go out here any place and begin to advocate the advancement of food prices, and you will have accomplished your aim very quickly. The public simply will not let us compare profits of manufacturers, Mr. Coles. It is an unfortunate state of affairs, but it is a fact. I am

quite thankful to Mr. Coles for his suggestion and endorsement of the finding of the committee. I want to say to you that there is a possibility that the board might some day conclude that they had better agree with the Government on some other per cent. I want to say that we had all the time in mind fixing a maximum, a danger signal, which would let in a reasonable—or rather, an unreasonable profit to some reasonable extent.

Now that 60 cents a bushel that Mr. Goodrich spoke of—there didn't anybody start out to make that profit, and I doubt if there is a man here who would have allowed, at any time last year, any oats that he had in his possession to remain if he could have gotten four cents a bushel over the prevailing price that day. And that goes to Mr. Jones' argument. There is a lot of good sense, as there always is, in what he says. But we have to deal with the fact that a law having been passed, Mr. Jones, and of the administrators of that law coming to us to help administer it on certain lines, and we are not given the privilege of suggesting the lines. They lay down the lines on which the law is to be executed and asks us to assist in executing the law along those lines.

**Mr. Dorsey:** I understand that the committee had recommended to the Food Administration that this turnover be based on the calendar year. Is that right, Mr. Reynolds?

**Mr. Reynolds:** We didn't say that. What I said was this: That there was a good deal of discussion as to whether the year should be divided, first, for a 90-day period, and then a six-months period, but we said that we stood for a whole year's turnover. [Applause.] Then I said that it would probably have been decided it would be calendar year, but that was not brought up for discussion at all.

**Mr. Dorsey:** I just want to say that for us that would be a very great burden, a calendar year, instead of a fiscal year or harvest year, and it seems to me it would be in line with the interests of the trade generally to have it a harvest or fiscal year. The Government permits you to pay taxes on a fiscal year, provided you notify them by March 1. I hope the Committee will give that some consideration, and make it a fiscal or harvest year instead of calendar year, since our business is done, half one year and half the other.

**Mr. Reynolds:** Well, Mr. Dorsey, I cannot speak for the Committee, but personally I cannot conceive that the hardship would be greater on a calendar year than it would be based on the fiscal year, for the reason that the fiscal year as we make it is a matter of convenience generally as to the crops. You may harvest your wheat in Texas a month earlier or two than we do in the North. And it would be simply a method of determining which it ought to be, and I doubt if the Food Administration would undertake to administer it on a fiscal year, because they have not at their command any great organization like the Treasury Department has to work those things out. Now, I don't know what the Board might suggest, but personally I can't conceive a serious hardship in making it a calendar year.

**Mr. Dorsey:** Wouldn't you say, Mr. Reynolds, that it will take probably double the work? You take people that handle coal. They can't get an accurate inventory right in the middle of the winter. You have



READY FOR HOME  
A. C. Harsh, Carl Wright and E. E. Schultz.



got to take an inventory of all your stock, and it entails quite a lot of additional work and expense. We could have it two months earlier down there than you do here, or any other time.

**Mr. Clemons:** Mr. Dorsey, I appreciate the condition that you outline, and will say to you for your information that had this matter come up before this Committee for consideration I should have taken the view of it that you do, from the fact that I know a great many dealers in the Southwest especially have established a fiscal year for making their reports to the Internal Revenue Department. I have myself in my business, and it would be very inconvenient for me to make a report on a calendar year, and I should object to it if I could have it done in any other way. The advantage of making a report on the fiscal year is from the fact that the dealers are obliged to make a report to the Internal Revenue Department at that time, and they can make the two reports from the same figures. People who are making reports on the calendar year can do the same thing, and I don't see, if it comes down to that point, where that is brought before this Committee for consideration, why people who are making the report on the fiscal year cannot be allowed to continue to do so, and report to the Food Administration the same as they are doing to the Internal Revenue Department, and those who are making their reports on the calendar year can do that same thing. That is a matter, however, that will have to be threshed out in the future as it may come up.

## Tuesday Afternoon Session

The convention was called to order by President Eikenberry who called for the report of Trade Rules Committee.

**The Secretary:** In lieu of a report, Mr. Fitzgerald just wrote me a short letter, in which he said he did not have anything of special importance to present at this meeting, as he had been chairman only for a short time to fill in the vacancy due to the death of Mr. Niswonger of Omaha, and as he was very busy and couldn't come to this meeting, he didn't think he would have any kind of a report to submit in the usual formal manner. There is hardly any necessity for reading this letter. It is simply a letter to me personally, covering the situation at Cincinnati. But in connection with that I might here mention a letter that I received from Mr. Alfred Brandeis, chief of the Enforcement Division of the Food Administration, as Mr. Brandeis wanted me to bring this to the attention of the convention when the question of rules came under consideration. So I will read this letter of Mr. Brandeis to me. [Reads.]

I had hoped to be present at the annual Milwaukee meeting, but I find my engagements will not permit it. I am therefore going to ask you through the proper committee to bring before the meeting Mr. Bullitt's and my ideas on the subject of shipments on contract.

The Food Administration had its hands full all last spring trying to assist sellers and buyers to settle differences and losses which arose out of shipments that were not made within the number of days that was specified in the original sales tickets or contracts.

One contributing cause of trouble was that practically every contract that was made had prominently placed on it the words: "Subject to delay account car shortage, embargoes or other causes beyond our control." Now there is no doubt in our minds that this condition was largely abused, and that on advancing markets many shippers simply followed a practice which had not been unusual in the grain trade, and is not unusual today, of letting low price sales stand, and selling grain in hand at the appreciated values that might be ruling for quick or prompt shipment.

I therefore want to say to you that the Cereal Enforcement Division in handling cases of this kind will take the position that whenever sellers or shippers make a shipment where the date of the bill of lading does not show within the requisite number of days of the contract, say immediate shipment, 5 days, prompt shipment, 10 days, or any specified number of days, we shall decline to assist the seller in trying to force delivery, unless the seller can produce copies of telegrams showing that before shipment on such expired contracts was made, they had specifically asked the buyer whether the contract was construed by him to be still open, and whether he would accept the shipment at later date, all of this to be backed up by exchange of letters.

The position that we find ourselves forced to take in order to see that justice is meted out to all parties is that those words about "Subject to delay," etc., will have to be completely ignored, and contracts must be both by buyer and seller observed to the letter.

We believe that if shippers will govern themselves by these suggestions they can save themselves large losses in the future, particularly

if there should come about a congestion of railroad conditions as existed in the past seasons. P. S. After writing this I showed it to Mr. John J. Stream, head of the Coarse Grains Division, and wish to say that he agrees with me that the situation admits of material betterment, but doubts whether my suggestion would not work hardships on the shipper. He suggests that the Food Administration draw up a "Uniform Contract" on the order of the present Flour and Coarse Grain Milling Contract.

**The President:** In the absence of any formal report of the Trade Rules Committee it will not be necessary to make an entry of record. The letter of Mr. Brandeis may be introduced for discussion later.

In view of the fact, as I stated immediately before adjournment, that 25 per cent of our members are millers and probably 25 per cent more of them are interested in milling or in some manner connected with the process of grain milling, your committee on program thought it fitting and due to you to invite to appear before this convention the chief of Cereal Division of the Food Administration. This field is so wide and comprehends so many industries that it requires a man of extraordinary ability to fill the position. The duty of introducing this man is to me a personal pleasure, as well as an official duty. I hold Mr. Lingham in high regard. His friendship to me is very sweet, indeed. I regard his ability highly, and I know something of his sterling qualities, and it is these qualities that have brought him up from the ranks to fill the important position that he occupies. I am quite sure you will be pleased with and instructed by what Mr. Lingham has to say to you.

**Mr. Lingham:** Mr. President and gentlemen of the Grain Dealers National Association: The friendship



TWO CHICAGO DELEGATES  
J. W. Radford and J. J. Fones.

of Mr. Eikenberry and myself started, I think, in Washington some two or three years ago, possibly more. We were on a commission appointed by the Secretary of Agriculture to help formulate rules in connection with the new Federal wheat grades. That commission was made up of one man as the representative of each part of the wheat handling business, from the wheat grower, I think, to the final consumer; certainly to the miller. I think possibly we all went into that meeting a little fearful that possibly each of the other members of the committee would think of the new rules in terms of what might be an advantage to the part of the industry that he was representing. But after the several days' session had ended, the remark was very general that no one man of that commission had at any time asked for anything unfair for his part of the industry. I believe that very forcibly demonstrated the fact that if men will get together and talk in a fair-minded way, they can reach conclusions that are fair to all concerned. And when I was asked to come here, I was very glad to come as possibly a link between the grain men and the millers. We often, or at least, occasionally hear remarks made by the millers regarding the grain men, and possibly by the grain men regarding the millers. While as a matter of fact our interests are one, I am going to talk today as a miller, because, while I am not a miller today, I have been for 25 years, and so I will class myself as a miller; but I want to impress on those here that our interests are identical and interlocked with the grain interests, and yours are interlocked with ours.

Now, to analyze conditions. We know in a general way that conditions are very different this year than last year. A year ago at this time every mill in the United States could sell more flour than they could get wheat to make. They could sell it at a profit. Up to the first of the year, the people of this country were buying flour very freely. They were, to some extent at least, hoarding flour. That, of course, created the big demand. Then as the people of this country had secured their stocks, or after they had secured their stocks, it was found that we must ship flour to our partners across the seas. The result was that the Food Administration began to buy flour very freely. In fact, as you will remember, we insisted that millers sell us flour. Taking the position that we were practically requisitioning the flour, we paid the millers what they asked us, at the same time, of course, knowing that they were regulated in their profits. That buying was carried on to an extent that in April, May and June we bought over 9,500,000 barrels of flour.

### Increased Production and Insufficient Tonnage.

That was much more than we could find ocean tonnage to move. The result was that by July 1 we had in this country about 4,500,000 barrels of flour and other similar package goods that we could not move, or at least hadn't moved, and very largely because of shortage of ocean tonnage. That meant that we had to stop buying. The Eastern terminals were getting congested, and we simply had to discontinue buying until the congestion could be cleared. The stopping of buying, and then on top of that the fact that we were still on a 50-50 substitution basis, brought about very poor milling conditions, as the millers here know, although I think possibly not as poor as some of the millers may think. I think you would be surprised perhaps to know that from July 1 of this year to September 1 we had ground more flour in this country than a year ago. That, however, was possibly largely because of the large grinding in the Southwestern States, although on the other hand even the soft wheat millers had ground more. But the prices were very unsatisfactory. I think the millers became more or less panicky over the fact that we had stopped buying for export. They felt that in order to keep in operation they had to sell below cost, and a great many millers we know have been selling below cost. But we are now getting scattered reports that milling conditions are improving.

At other meetings I have been asked why the substitution program was not changed more quickly than it was, and possibly you would be interested to know that Mr. Hoover went overseas about July 1 for the express purpose of investigating conditions over there, and we felt that we could not decide on a definite substitution program for this year until his return; and within two days after his return, the new program was decided upon and issued to the trade, and the day after his return we began buying flour.

### Mill Feed Regulations.

Now, to take up the feed conditions, which I know you are interested in. There are today being issued from New York regulations that will bring about, we hope, wider distribution of mill feed. I want to say there are two rules. The one I just spoke of is printed and will probably be issued today. The rule I just spoke of is to the effect that each mill shall ship the same percentage of its mill feed output this year to each state as in 1917. Of course, you understand that is not the same amount. It is the same percentage of its output. Then in addition to that we are issuing a ruling that the wheat miller shall not sell any of his mill feed for any other purpose than the feeding of dairy cattle, young calves, poultry, young pigs or the preparation of a weekly bran mash for work animals. We know that wheat mill feed has been so very cheap compared with other feeds, that feeders have been hoarding it, and they have been feeding it for every possible purpose. And the mill feed situation in this country has become very serious, as you, of course, know.

In fact it is also very serious on the other side of the water; even more so than here. The mill feed shortage over there has restricted the output of milk to the extent that they are only allowing milk over there to children, and to adults for tea and coffee. And in that connection comes up, of course, the matter of shipping wheat, as against flour. One reason why it is necessary this year, outside of the mill feed situation, to ship wheat is the condition of shortage of ocean tonnage. Mr. Barnes went into that yesterday to quite an extent. The fact is that you can load a vessel with wheat in from three to four days less time than you can load the same vessel with flour. Then you save the same time in unloading on the other side. Generally speaking, a vessel makes a round trip in about 30 days, so that you can readily see that loading vessels with wheat rather than with flour saves possibly 20 per cent, and with the situation as it is now that ocean tonnage is the one part of the great war machine that is most needed for winning the war, I believe we cannot let any financial consideration stand in the way of using our ocean tonnage to the very best possible advantage. On the other hand we realize the feed shortage here. We know the situation over there, and so far as can be done, looking at the matter from the broad standpoint of winning the war, and from the standpoint of



our being fair with our partners, our Allies, overseas, we are going to ship all possible flour. We are going to ship some to neutrals. And it seems with the last week or two as we have gone over the figures from day to day we kept increasing the flour that we hope we can ship, and the last of last week we got our hopes, I might say, up to 15 to 18,000,000 barrels, which is very much better than we had hoped a few weeks ago.

#### Changes in the Rules.

Possibly at this time I might sketch the changes in the rules that are being published today. I will try to go over the subject quickly. Stocks on 60 days will be allowed, rather than 30 days, as I think you know. The manufacture of mixed flour is not going to be mandatory. That is something I will go into a little more fully later. The rule regarding custom and exchange milling is changed somewhat. It now reads as follows: "The miller who receives wheat from farmers' wagons and grinds such wheat on the basis of exchanging such wheat for flour and feed, shall charge not to exceed 35 cents per bushel for each 60 pounds of clean wheat so received. And on such basis he shall return to the farmer flour and feed in accordance with the following schedule: The wheat miller who prior to July 1, 1918, had customarily ground wheat for farmers on the custom and exchange basis shall continue to operate upon such basis as above when the farmer furnishes wheat grown on his own farm to the mill for grinding or exchange, where the farmer takes in exchange flour of the character made from his own wheat." It will not be necessary to form contracts for 50 barrels or less on the Food Administration contract form. I think that covers most of the principal changes.

Now, to go into the matter of mixed flour. A great many millers have been very strenuous in their objections to the suspension of the Mixed Flour Law. The millers who were in business 25 years ago remember the very serious trouble brought about by adulteration at that time, and the millers were able 20 years ago to secure the passage of the law known as the Mixed Flour Law, which did very definitely stop adulteration. But before we can judge now as to whether that should continue operative during the war we, of course, must look at the whole food situation. This year we have a very large wheat crop. We have comparatively small crops from which to make substitutes. Last year we all admit that a great many people threw away or wasted their substitutes. I think we will all agree that if good quality substitutes are mixed with flour at the source that waste will be stopped. Also we all would agree that the present technicalities of the Mixed Flour Law and regulations are such that it is very difficult, especially for a mill in the North packing paper sacks, to pack flour under those regulations.

#### Modifying Mixed Flour Regulations.

Now, the suggestion has been made that we secure modifications of the regulations for the period of the war, and to see what could be done towards that end we had a conference with a representative of the Internal Revenue Department. I made notes while with him from his statements, and he said, we would have as much right to disregard the entire statute as to disregard any provision which requires the affixing of caution labels, stamps, marks and brands required by the express provisions of the law. Provisions of the internal revenue statute vest little, if any, discretion in the commissioner regarding the collection of taxes which are supposed to be due, or to change the method of collection. Why he made that statement was because I asked him if they could not collect by sworn statements from millers as to what they had packed, and he said that the law was very definitely mandatory in that regard and the tax must be collected by the buying and affixing and cancellation of stamps. He stated further that the law specifically requires, first, the collection of all tax by stamps; second, the destroying of stamps when the package is emptied. Under section 45 of the law, he said, every person who emptied a package without destroying the stamp would be subject to a penalty not exceeding \$25. So that under the law he said for the protection of the public they couldn't make a ruling that stamps could be affixed in such a way that they would not be automatically canceled by the opening of the package. I asked him if the stamps could not be pasted on the side, and he said, No; the stamps must be affixed as required by the law and regulations by pasting over the string, so that the opening would cancel the stamp. And he quoted further from legal decisions, that the Secretary of the Treasury cannot make regulations which will defeat the law.

#### Suspension Not Repeal is Asked.

Regulations cannot change the positive provisions of the law. So I know I am very safe in saying that the regulations cannot be modified so as to make the packing of flour under the regulations at all easy. On that basis I think we will all agree that if packing can be made easier more millers will mix substitutes with the flour, and since mixing does save food, and since this year we must save food rather than save wheat, for the winning of the war, I don't see how any miller who understands conditions can come forward and object to the suspension of that Mixed

Flour Law. You understand that we are only asking for a suspension. We are very definitely not asking for the repeal. The amendment was written by Mr. Hoover personally, and simply provides for suspension during the period of the war.

In this connection, the objections have come to us quite largely from those who have looked at the matter from a sectional standpoint, but I believe we must realize that we cannot hope to win the war by considering only our neighborhood conditions. I know that the grain men and the millers each think that they were the first "over the top" in offering their services to the country, or rather, in offering their businesses to the country. But there has been enough objection to this mixed flour law so that I have been getting a little nervous as to whether some millers might not be retreating a little from their charge over the top, so to speak. And referring to the battle of Chateau Thierry, as Mr. Barnes stated yesterday, the Americans marched to the front between retreating lines of French. They were told to go to the front and hold the front line trenches for reinforcements. They got to the front line trenches and simply kept on going. Now gentlemen, we have got to keep on going to win this war. [Applause.]

**The President:** Now Mr. Lingham will discuss with you any phase of control of the industries under his supervision, or answer any questions that any one has to ask.

**Mr. Dorsey (Ft. Worth):** I want to ask Mr. Lingham if there has been any change made in the price established and the profits permitted and the number of people who can handle mill feed. In other words, the rules provide now that the mill may sell to a jobber and the jobber to a retailer, and that is the limit of the handling of the feed, and I want to know if there has been any change made in that, or any consideration of it?

**Mr. Lingham:** In other words, Mr. Dorsey, you want to know whether there has been a limit of combined profits named between the mill and the consumer?

**Mr. Dorsey:** Yes sir; and also has there been any change in the price fixed on the mill feed.

**Mr. Lingham:** No, there has been no change in price fixed on the mill feeds, and there has been no regulation limiting combined profits. On each step is a limit, but there is no limitation of combined profits.

**Mr. Dorsey:** Now, Mr. President, with your permission, may I just suggest to Mr. Lingham the hardships of the trade down in our country.

**Mr. Lingham:** Mr. Dorsey, may I suggest that in our regulations that I spoke of being put out today, we realized conditions in your territory to the extent that we are exempting your territory from those regulations.

**Mr. Dorsey:** That is, exempting what territory?

**Mr. Lingham:** Well, the Southwestern States—Kansas, Nebraska, Oklahoma and Texas.

**Mr. Dorsey:** That would include our consuming territory of Texas?

**Mr. Lingham:** Yes.

**Mr. Dorsey:** Also the producing territories in Kansas, Oklahoma and Nebraska. We appreciate that.

**Mr. Lingham:** We have done that because we realized the drought conditions down there.

**Mr. Dorsey:** Thank you; we appreciate that very much, Mr. Lingham.

**E. Molnar (Peoria, Ill.):** Are we to understand that when the dealer is selling wheat bran or wheat mill feed to any farmer that he is to restrict him in the use of it; that the farmer as a buyer will not be permitted to feed it to horses?

**Mr. Lingham:** That is the fact. Of course, I am giving you these rules now informally. You understand that we cannot very well ask you to go out and observe these regulations until you get the rulings in printed form. But when you do get the regulations, feed dealers will also receive similar regulations, and they will not be permitted to sell mill feed to any consumer unless he will agree to sign this pledge: In order to assist the Food Administration in the equitable distribution of wheat mill feeds, I hereby undertake on honor not to use wheat mill feed for any other purpose than the feeding of dairy cattle, poultry, young pigs, young calves; I will not feed any more mill feeds than I customarily to such animals, and I further agree not to have at any time more than a 60-day supply of wheat mill feeds on hand.

**Mr. Riley:** Is there likely to be a difference in the price, or in other words, is the price of wheat and mill feeds likely to be increased above what the ratio is now?

**Mr. Lingham:** Mr. Riley, I cannot answer that question. I don't know. So far as I know definitely there would be no change in mill feed prices, but we do realize that prices of mill feed are too low. We know that mill feed is selling about \$20, possibly, under its value compared with other feeds, and on that basis I don't know what might develop at any time.

**Mr. Dorsey:** I would like to ask whether or not you in your department you have considered releasing mill feeds entirely and letting them go on a competitive basis? I will tell you what the mills do down there. More than 50 per cent of the millers in Texas are members of the Texas Grain Dealers

Association, and under the conditions this season, the mills have not been very flush with business. They have used the bran as a cudgel to force grocers to take the flour. In other words, if you will take say 100 barrels of flour, why we will put in 100 sacks of bran or shorts, and it has taken the mill feed out of the regular channels of the grain trade and put it in the hands of the grocers. The grocers get what they want, and they are doing business without a license.

**Mr. Lingham:** Well, I don't think you need to fear that. I don't think any grocer today would want to take chances on that.

**Mr. Dorsey:** Well now, when the bran is taken off of the wheat, it becomes a feed. It is not a food. I want to call your attention to this, if you will permit me, that there are over 100,000,000 people in the United States, and they all eat bread. Some may not be able to eat meat or milk or butter, but they all must have bread, and there are only a very limited number of those people who buy mill feed. Now, if you would release that mill feed and let it go into the regular channels of commerce on a competitive basis, you could force the millers to correspondingly reduce the price of flour, which would benefit every human in this nation, and under the stress of war conditions and the high cost of living, it seems to me that that would be very desirable.

Inasmuch as the mill feed, the bran and shorts, when it is released from the wheat becomes a feed, it should naturally, according to my opinion, immediately go into the commerce as a competitive feed, unless you control the price and fix the price on other feeds. And inasmuch as the prices on other feeds are not fixed and they are handled on the basis of their supply and demand, which, according to my ideas, is the correct basis, and when you fix the price on wheat bran or wheat shorts you curtail their supply and take them out of their regular channels and possibly direct them into different channels, and I would be very glad indeed to see your department and the Food Administration take into consideration the releasing of wheat bran entirely and let it go back into competitive channels with other feeds on the basis of supply and demand. Now, you may have exempted Texas and the Southwest from the rule, but the fact that you are still maintaining a control and a fixed price on that, it makes it very likely that we cannot get any of that. You will cut it out of our use entirely. I really believe if you could put it on a competitive basis you would be helping the whole nation.

**Mr. Lingham:** That has been suggested.

**Mr. Cohn (of Washington):** Is there any portion of the production of wheat bran requisitioned by the Food Administration?

**Mr. Lingham:** There has not been any definite requisitioning, but they have come to us and asked that we secure quite large amounts of bran for the feeding of army horses. So far we have been able to get them the bran they have needed without the necessity of requisitioning.

**Mr. Cohn:** Well, isn't there a greater proportion of bran being used by the army today than ever before?

**Mr. Lingham:** You mean per horse?

**Mr. Cohn:** Yes sir.

**Mr. Lingham:** That is a matter we have up for discussion now.

**The President:** We will now have the report of the Transportation Committee.

[Mr. Goemann read report as follows:]

#### REPORT OF TRANSPORTATION COMMITTEE

The Transportation Committee begs to report that since their last report owing to our country entering into the world war the carload minimum weights which had been adopted by the railroads have been set aside by order of Government Agencies, and all cars must now be loaded to capacity.

This situation has been brought to the attention of the Committee by the Indiana Grain Dealers Association with the request that we should insist on the 30-inch rule as agreed upon, but the Committee felt that under the war conditions it is thought best not to take up this subject until changed conditions will permit the Government, without impairing war efficiency, to return to the 30-inch space rule which is an imperative prerequisite to proper inspection.

There has been referred to the chairman by Mr. Quinn, your secretary, during the year numerous letters regarding transportation matters and all of which have been duly answered and need not be referred to in detail in this report; however, one letter remains unanswered and as it may interest a number of our members, beg to advise that this letter contained an objection to the rule of the Southern Weighing & Inspection Bureau's order of assessing freight charges on the grain doors placed in cars as well as on the grain transported. I beg to advise that I conferred with Mr. J. H. Howard, the Manager Freight Claim Section of the U. S. Railroad Administration, and he stated that the practice was wrong and if I would advise him of specific cases, he would issue an order to discontinue the practice. I, therefore, suggest if any members are being as-





A. GERSTENBERG AND A. KEMPNER

sessed freight charges on grain doors, they furnish me with the proper data and I will at once see that the matter is adjusted.

#### No Representatives.

To our Committee has been referred the request of the National Hay Association about appointing delegates for conference to consider the question of appointing a representative on Traffic Committees at various points, but as the U. S. Railroad Administration in connection with the Food Administration, have just appointed Grain Control Committees at various markets who will issue permits for the movement of grain, it is thought best not to ask for representation on such Committees.

The big subject that has been before your Association this year is the loss and damage of grain as per Docket 9009 of the Interstate Commerce Commission. In their report the Commission said "that the carriers and shippers will be expected to arrange promptly for a conference of their representatives with a view to an agreement upon rules and practices to be observed, in filing, investigation, and disposition of claims, and that in the meantime the proceeding would be held open for such action as may be found necessary or proper." In line with this request, a Committee of 15 grain shippers (of which I was chairman) and a Committee of 15 Railroad men (of which Mr. F. C. Maegley was chairman), met at Chicago on April 16 and 17, but were unable to agree, and a joint letter, signed by Mr. Maegley as chairman of the Railroad Committee and Mr. Goemann, chairman of the Shippers' Committee, was transmitted to the Interstate Commerce Commission, advising them of our disagreement and our inability to agree upon any of the conditions mentioned in the report covered by Docket 9009. To this joint letter we received from Commissioner E. E. Clark, the following:

May 13, 1918.

Mr. Henry L. Goemann,  
National Association of Grain Dealers,  
Mansfield, Ohio.  
Mr. F. C. Maegley,  
908 Railway Exchange Building,  
Chicago, Illinois.  
Gentlemen:

I am advised that the joint conference of the committees representing the grain interests and the carriers held at Chicago on April 16 and 17, 1918, pursuant to our report on Claims for Loss and Damage of Grain, No. 9009, adjourned without reaching an agreement or arranging for future action upon the matter of grain claims.

It was shown in this investigation that there is urgent need of improvement in the facilities used and the practices followed in connection with the transportation of grain in order that losses in transit may be reduced; that more accurate and complete records may be obtained; that improper claims may be eliminated; and that prompt and fair settlement of just claims may be brought about. The carriers and shippers being directly interested and also fully advised as to all phases of the situation, we suggested in our report that they should confer and agree upon what rules and practices would be just and reasonable. It was thought that the subject could thus be dealt with in a more satisfactory and comprehensive way than if the Commission should undertake to prescribe rules respecting only such matters as are within its jurisdiction.

The failure of the conferees to formulate

rules or to provide for any further joint action appears to have been largely due to insistence that as a primary matter a rule should be agreed upon limiting legal rights and liabilities pertaining to the adjustment of claims on so-called clear record cars. Without criticising the attitude taken in that respect or under-estimating the importance of this matter under present conditions, I venture to suggest that rules intended to limit the legal rights of either party should not have been presented, because they would not be binding upon the carriers and shippers as a whole and are beyond the jurisdiction of the Commission to prescribe. It seems quite probable, however, that if fair rules should be adopted, dealing with the practical aspects of the situation, such as the installation, operation and maintenance of scales, the inspection and supervision of elevator equipment and records, the condition, inspection and cooping of cars at origin, specifications for grain doors and the installation thereof, the weights and weighing of grain at origin and destination, the inspection of cars and the recording of losses or other defects noted in transit and at destination, allowances on account of scale variations, natural shrinkage and waste, and the filing and investigation of claims, including the adoption of a standard form for the presentation of grain claims, and providing for an impartial audit or supervision of claim investigations and adjustments, the existing sources of controversy would be largely diminished and, therefore, relatively few claims would arise which could not be satisfactorily adjusted without resort to litigation.

Before proceeding further in the matter I wish to suggest, for the consideration of the respective committees, the propriety and desirability of appointing a small joint working committee to formulate and submit a complete code of rules to be considered and acted upon by a joint conference of the carriers and grain interests and, if necessary, by the Commission. It is believed that if the various matters in issue are considered in a spirit of fairness and any attempt to abridge the substantial and well-established legal rights of either party is abandoned, there should be little difficulty in harmonizing the differences of opinion that may develop.

Kindly advise me of your attitude toward these suggestions.

Yours truly,

[Signed] E. E. Clark, Commissioner.

This letter we considered was an order for the carriers and shippers to get together if they did not want the Commission to put in rules and regulations of their own accord and which might not have been satisfactory to either carriers or shippers, therefore, arranged a conference with Mr. Maegley and the following was adopted.

Chicago, Ill., June 11, 1918.

Conference held today in office of F. C. Maegley, between Mr. Henry L. Goemann and Mr. F. C. Maegley, Relative to the Docket 9009, Loss and Damage of Grain, as per request of the Hon. E. E. Clark, Commissioner, letter May 13, 1918.

The following suggestions were taken from Commissioner Clark's letter of May 13, 1918, to Mr. Henry L. Goemann, chairman, representing National Grain Dealers Association, and Mr. F. C. Maegley, chairman, representing Railroad Conference Committee—copy attached.

1. The installation, operation and maintenance of scales.
2. The inspection and supervision of elevator equipment and records.
3. The conditions, inspection, and cooping of cars at origin, specifications for grain doors and the installation thereof.
4. The weights and weighing of grain at origin and destination.
5. The inspection of cars and the recording of losses or other defects noted in transit and at destination.
6. The allowance on account of scale variations, natural shrinkage and waste.  
[Mr. Goemann objects to the consideration of natural shrinkage with scale variations and waste, it being a separate subject, and entirely foreign from these two items, and in view of the court case which the Grain Dealers Association have joined with the Council of Grain Exchanges could not commit himself on the natural shrinkage at this time.]
7. The filing and investigation of claims, including the adoption of a standard form for the presentation of grain claims.
8. The provision for an impartial audit or supervision of claim investigations and adjustments.

Realizing that fundamentally, the accuracy of scales will be a basis for future negotiations on this subject, and that there should be standards of accuracy in scales used in the weighing of grain, it is thought best, therefore, to appoint a committee of five, on behalf of shippers and receivers of grain, made up as follows:

One representative from the state association country elevator operators;

One representative from the farmers co-operative elevator associations;

One representative of the Terminal elevators covering both Western and Eastern territory;

One representative of the terminal eration, and the chairman of the Transportation Committee of the Grain Dealers National Association.

If found necessary to increase the committee to seven, owing to the Northwestern and Southwestern territory conditions necessitating same, it is understood that it will be agreeable to give those sections representation on the committee.

It is understood that a committee of five or seven will be appointed to represent the Carriers, and that consideration be given to the condition and inspection of cars suitable and available for grain loading, the methods of cooping the same, and specifications for grain doors, and efficient methods of installing the same. Further understood that Mr. Goemann and Mr. Maegley, respectively, will endeavor to arrange for the appointment of these committees and joint conferences on all matters recommended by Honorable E. E. Clark at the earliest practicable date.

It is also thought advisable to have the benefit of expert advice, such as Mr. Joseph Schmitz of the Chicago Board of Trade, A. E. Schuyler of the Grain Door Reclamation Bureau, and such other experts as may be decided upon by the above committee.

In line with our agreement to appoint a small working Committee I asked the organizations to recommend to me the names of the representatives they would like to have on the committee and in line with their recommendations the following are the members of the grain dealers on the joint Conference Committee: Mr. E. M. Wayne, Delavan, Ill., represents all state grain dealers associations; Mr. Clifford Thorne, Chicago, Ill., represents National Council of Farmers Co-operative Association; Mr. E. S. Wagner, Chicago, Ill., represents Millers National Federation; Mr. H. A. Feltus, Minneapolis, Minn., represents grain interests of Northwest; J. S. Brown, Chicago, Ill., represents terminal markets (All); Mr. Henry L. Goemann, Mansfield, Ohio, represents Grain Dealers National Association.

The Railway Representatives are: Mr. F. C. Maegley, Chicago, Ill. (chairman), A. G. F. A., A. T. & S. F. Ry.; Mr. A. S. Dodge, Chicago, Ill., Superintendent Western Weighing & Inspection Bureau; Mr. H. C. Howe, Chicago, Ill., General Claim Agent C. & N. W. Ry.; Mr. Geo. Merki, Chicago, Ill., Chief Inspector C. F. A. I. & W. B.; Mr. J. L. East, Chicago,

LEE G. METCALF AND E. M. WAYNE  
Two Ex-Presidents.



Ill., Superintendent Freight Service Illinois Central R. R.; Mr. A. W. Epright, Altoona, Pa., Scale Inspector Pennsylvania Railroad.

This committee met at Chicago September 20 and 21, and elected Henry L. Goemann, chairman and C. W. Crawford, secretary. [Mr. Crawford being assistant to chairman, Committee on Relations between Railroads.] Our meeting was a very satisfactory one and a very good start was made for future negotiations and the Committee adjourned to meet on October 14 for a week's continuous session at French Lick Springs.

The magnitude of this subject is probably not fully appreciated by the grain trade, for it involves millions of dollars. For your information I beg to quote from the Interstate Commerce Commission records, the following:

"During the year ending December 31, 1914, one hundred eighty [180] railroads operating approximately 90 per cent of the steam road mileage in the United States disbursed \$4,112,655 in payment for loss and damage on grain and grain products." On the basis of values now ruling as compared with 1914 and with poorer equipment, it is fair to assume that claims have increased both in value and number and that the amount that claims will be filed for, will probably amount from eight to 10 millions of dollars, for the year 1918. When the public press reported that Judge John Barton Payne had appointed Mr. Howard, Claim Agent for the United States Railway Administration, I immediately wrote Judge Payne advising him fully what our Committee was doing in the matter of loss and damage claims and requested that before any rulings or orders were promulgated that the grain shippers through their Committee have an opportunity to discuss them and I have a reply that they will co-operate with the grain dealers.

The Shippers Committee after adjournment of the Joint Committee last Saturday, met, and it was their unanimous opinion that we needed the help of expert and practical weighmen and arranged for a committee to be known as National Grain Scale Committee and have requested the following to serve in this capacity and if it is found necessary to further add to this Scale Committee, the same will be done. Names of Committee are as follows: J. A. Schmitz, Board of Trade, Chicago; W. C. Redfield, Minnesota State Grain Weighing Department, Minneapolis, Minn.; Geo. Betzelberger, Scale Inspector Illinois Grain Dealers Association, Delavan, Ill.; John Dower, Department Weights Merchants Exchange, St. Louis, Mo.; W. P. Buckin, Richardson Scale Company, Minneapolis, Minn.

A meeting of this Scale Committee with our Grain Committee, has been called for conference next Saturday in Chicago.

In conclusion I desire to say that this is one of the most important subjects that the grain trade have had before them for adjustment, and the results of the work of this Joint Committee of 12 of the carriers and shippers, will be far reaching and govern for many years to come, in case their report is approved by the Interstate Commerce Commission and I want to urgently appeal to the grain trade that they help their Committee in this work by giving them any and all information they can and make such suggestions as will guide them in the work during the conference on this subject and I will, therefore, hope that those who have helpful suggestions and data will forward same to me at Mansfield, Ohio, not later than October 10, next.

**Mr. Grubbs** (Greenville, Ohio): I don't know whether that will be touched on by Mr. Briggs or not, but has there been any recommendation as to what the railroad demands in adequate facilities in country elevators on weighing grain are?

**Mr. Goemann:** The position of the railroads has been that the variation of scales is quite large and that there should be different classes of scales. The chairman of the Railway Committee has been contending for a system of weighing certificates, based on scale A, B, C and D, according to the facilities, and I am opposed to having any different scale but a class A scale, for the reason that if we had any other scale than class A the certificates would not be worth anything, because then comes the question, what is the difference in weight between the class A and class B, and so on. You take in the terminal markets, where they pay on the terminal market weight, a certificate of that kind would be very undesirable, and I doubt whether any terminal market would adopt such certificate. The warehouse receipts would be valueless in a way, because it would be based on the same thing. You wouldn't know in buying grain for future delivery what class of certificate you would get, and you would have to guess on the weights, whether two or three or four hundred pounds of difference. So the position of our Committee is that we should just have one class of scale, class A, and we should arrive at some basis, or should specify what is a class A scale.

**Mr. Grubbs:** Our country elevators vary. Some will have a scale that weighs 200 bushels and another 500 and another 1000, and it is probably impossible for all elevators to have the same sized scale.

**Mr. Goemann:** That is not the intention, Mr. Grubbs. As long as that scale is passed on as class

A, it doesn't make any difference what size it is.

**Mr. Riley:** Your classification then applies to the condition of the scale, and not the character of the scale. For instance, a hopper scale might be in class A if it met requirements?

**Mr. Goemann:** Yes sir. I would be very glad to have anyone that has any suggestion or has any information regarding this matter in having the scale made accurate to give me the help of your suggestion. Of course in these negotiations all those points will be taken into consideration.

**Mr. Green** (Louisville): At Louisville, Ky., we have recently had some trouble with the bureau that supervises weights. The freight settlements are based on the weighing of officials who are stationed at different elevators, and recently the Southern Weighing Bureau, who control all the weighing in the South, had a conference with us and tried to get us to have the weigh-masters appointed by the railroads, employed by them and place at our plants, and then we pay them and they pay the fellow back again, and right now they are considering the proposition of having a supervisor paid for by the Railroad Administration, come in once a week, without notice, at any elevator and do the weighing. Now, the grain men are trying to work out the problem, and I would be glad to hear what you have to say, and if this committee will get the permission to



THOMAS EDWARD MORAN  
A Chicago Booster.

formulate some rules along the line you suggested, it would help the whole situation out. This man from Atlanta told us that he was making an experiment for the Government. He would try it out on the dog, and if the dog would take it, he would send it out all over the country. [Laughter.]

**Mr. Goemann:** Well, of course, I presume if we come to a place where we practically agree upon scales, how it shall be installed and kept up and all that, there will be some method of supervision, and both sides will have to be represented so as to have a fair consideration. And I suppose that there will be some committee that those things will go to. Those, of course, are to be taken up in conference and straightened out.

**Mr. Green:** I will say for the benefit of the convention that about a year ago we instituted a custom that where a car was found leaking in the railroad yard or when it reached the elevator, instead of attempting to give a record of that ourselves to the railroad or to the shipper, we have had the Inspection Department go down and give a green slip on the car, with full details showing the basis of our complaint.

**Mr. Goemann:** I think that is the case in all markets, that the railroad company either themselves employ a man or they accept the statements of the Board of Trade weighmaster, or Chamber of Commerce weighmaster, or some other official, and their statements are accepted, and the claims are not disputed so far as the record of leakage goes.

**Mr. Jay** (Union City, Ohio): What has the Committee done with reference to leaky grain doors?

**Mr. Goemann:** That question has been discussed in Committee, but no decision has been reached on

that point. The carriers take the position that at country stations the grain door is furnished by the railroad company and installed in the car by the shipper, and it is the shipper's duty to properly install the door.

**Mr. Jay:** We have been in the habit of lining our doors with paper, and we have had claims turned down.

**A Member:** Are the doors strong enough, and do the railroad companies furnish those doors?

**Mr. Goemann:** The railroad company furnishes its doors. I took up that, that it was the duty of the shipper to see that he got extra doors or double line them so as to prevent that leakage. I presume that is a risk that you might have to assume. No one could tell whether they are strong enough, or from habit or practice of loading cars to various weights you will have to ascertain the pressure that will be against those doors, whether they ought to be of a certain thickness.

**Mr. Jay:** I took the position that when we line a car and they furnish the doors—and they didn't tell us to double line the door—properly line them with paper, that is taking proper care. They say we shall take proper care.

**Mr. Goemann:** Well, the position has been taken that the shipper is the agent of the carrier in that case, but the carrier is fighting on the principle that when the shipper undertakes to do the work, that he should do it correctly. And furthermore, from a patriotic standpoint, you should see to it that it is properly done so as to avoid waste.

**A. S. MacDonald** (Boston): What are we to do with regard to claims for loss in transit refused on account of seal record being the same?

**Mr. Goemann:** I am really not in position to tell you anything, but I think you will find an order will be issued by the United States Railway Administration very shortly giving instructions to claim agents as to just what to do, and when you get that order it will tell you.

**Mr. MacDonald:** Then we can pick up claims and send them back?

**Mr. Goemann:** I don't know what the order will say.

**Mr. MacDonald:** But do nothing for the present.

**Mr. Goemann:** No sir.

**Mr. Bennett:** I have one situation where I furnished my own grain doors this summer and had some leakage, and cannot get any result on claim for the grain lost. Have I any recourse?

**Mr. Goemann:** The railroad companies have got to publish in their tariffs that they will pay for the grain doors furnished by you. Your agent, however, has instructions to buy the lumber in case he hasn't it on hand. You can insist that he furnish the grain door.

**Mr. Bennett:** I have tried that, but they said we should wait until they furnished the grain doors, and we needed the cars right away, and so furnished our own lumber.

**Mr. Goemann:** Most of the roads have instructions to buy the lumber through a local lumber dealer and furnish the doors so as not to delay the loading. If you have that case happen again, and you will let me know, I will see what can be done.

**Mr. Riley:** We can have the lumber man furnish the door and let him make his claim?

**Mr. Goemann:** Well, it is safer to get the order from the superintendent, rather than to do that, if your local agent refuses. But it is a general instruction that he has to buy the lumber.

**Mr. Bennett:** I understood it that way, but I couldn't get them to come across.

**Mr. Goemann:** Did you take it up with the superintendent?

**Mr. Bennett:** No, I didn't.

**Mr. Green:** Will there be any report made to the members of this Association of the result of the conference to be held at French Lick?

**Mr. Goemann:** It will depend upon the status of these negotiations. They may be in such shape that we can make a report.

**Mr. Green:** If they are in agreement.

**Mr. Goemann:** If they are in agreement, yes. We are rather hoping to succeed in a week's time to iron out these great questions. It will take I think a good many more weeks' work before we get an agreement on all the points at issue.

C. A. Briggs, of the Bureau of Standards, Washington, D. C., then delivered a very interesting address upon the subject, "Adequate Facilities for Weighing." Following this address a general discussion took place, with Mr. Briggs leading. The discussion was as follows:

**H. G. Dehring** (Curtice, Ohio): This scale question has been up for a good many years, and we have had all kinds of trouble, and I have had a little experience that I wish to state to you, and I believe it is a pretty good one to take home. In the first place, if you install a scale, install it right. After you have it installed, get some inspector that knows how to inspect a scale to inspect it and to see that it is right. Then afterwards try to maintain it properly; keep it dry. Go over it once about every 30 days to see if it is in good working condition, and be careful in your weighing. Be sure, if there is more than one weighmaster and one man should weigh, to let an-





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other one check over on him. By carrying that out, I don't think you will have much, if any, trouble with your weights at terminal markets or any other markets, or have any trouble collecting claims from railroad companies. Furthermore, I have found it very important to use your own car seals. We have arrangements with the railroad company to get 100 seals at a time. We seal our own cars and we keep records of our cars the same as a railroad conductor would, because the seals are charged to us and we maintain our record in our office. If any of the railroad officials wanted it, they would come to us about it. If a car was broken open in transit and a claim was entered, the first thing they would go for would be the car seals. I have only had one claim in a number of years that the railroad company would not pay, and that must have been an oversight or something that we never discovered; but the car got to destination with car doors open, and the railroad claimed it weighed out at Norwalk about the same as at destination when it was unloaded, and of course the burden was on us to show that their scale was wrong, but we couldn't get anywhere with it. But outside of that I never had any trouble in collecting any claim.

**A. L. Scott** (Pittsburg, Kan.): I would like to ask the speaker if these claims that he had which have all been paid except one were claims that contained leakage reports or not.

**Mr. Dehring:** Some of them contained leaky reports. I found one car one time I had loaded—it was an accident some way or another—I don't know how it happened, but I think it was loaded with barley, and the car was taken out on a Wednesday or Thursday morning going east, and sidetracked at Oak Harbor, which is about 22 miles. My father lives at Oak Harbor, and one Sunday morning I went down to see him, and when I got there I noticed a car standing there, and saw that it had the number and initials of the one I had loaded. It was practically a new car, and I stopped off there, just happened to glance at it, and I noticed there was a leaky door. The door post had been hit some way, I don't know how, but possibly side-swiped by a car somewhere, and had a hole punched in, and the door was broken and the post had bulged out and some of the grain had leaked out, because we saw where the grain had leaked to the ground at once place, and that it was repaired. I took that up with the railroad agent the next morning and found out about it. There was a repair man that rides the local every morning out of Toledo east, and he asked him about the car, whether he repaired a certain car, and what was the cause of it, and by getting his notation we got that claim, but we didn't say anything about it until the car got to its destination. It was a carload of barley consigned to a Buffalo concern, and when it came back with 50 or 60 bushels shortage, I made this claim, and had these reports from this car man to the agent that the car had been repaired at Oak Harbor. Now, just by accident, we got it. Outside of that, I don't know what the result would have been.

**The President:** I would like to call on Mr. Schmitz. I think, out of the wealth of his experience, he ought to have something to tell us on weighing facilities.

**Mr. Schmitz:** The subject is so large that I do not believe I could get up offhand and do justice to it. I would be glad to answer any question that might be asked. I don't know where to start. But if there is

any question I can answer I would be pleased to do it.

**A Member:** I would like to ask the previous speaker if their investigations have progressed so far that they have formulated any definite standards of scale construction and installation that have been published or that one could secure?

**Mr. Briggs:** Well, the Bureau has already published this Circular 61 which I mentioned in my paper. We have also issued in preliminary form a circular giving specifications for railroad track scales. We have also issued in preliminary form a circular of specifications for railroad master scales. They were the result of consulting a lot of people, and from our previous experience we have found that we get better comments by putting out something than by just merely asking for comments.

**A Member:** Where can that Circular 61 be procured?

**Mr. Briggs:** By writing to the Bureau of Standards, Washington, D. C. This preliminary circular on railroad track scales and on master scales, we had the material for re-issuing it, but on account of our entry into the war it has been impossible as yet to finish that work. We have, however, made some modifications. Now, with reference to what these specifications contain. Some of the matter relates to things which are peculiar to railroad track scales and master scales. However, a fair-sized portion of it has to do with general matters which apply to scales of whatever type, and Mr. Goemann says he has a copy of the track scales specification here, and I have a copy in my grip, if you care to look at it. It is fairly bulky. But we have quite a good deal of information at the Bureau as a result of this, and then our ordinary correspondence is of interest in connection with that. For instance, the American Railway Association; we have got a large volume by taking it up with them. They are active in the field. And our railroad tracks equipment men, three of them operating all over the United States, give us quite an amount of important information.

**The President:** It is suggested that we call on Weighmaster Foss of the Chicago market. Have you some announcement or remarks that you desire to make?

**Mr. Foss:** There are some men in Milwaukee whose names we do not know, that are on our joint committee meeting which takes place tomorrow morning at 10 o'clock in Room 157, on this floor of the hotel, and I want to make the announcement, as perhaps those men might be in the room. This is a joint meeting of the terminal weighmasters from all over the country and the National Scale Manufacturers Association, with a view to getting at uniform and practical methods of weighing grain all over the United States.

**The President:** Mr. Goemann requests that any information you may have that would be useful to the Committee should be forwarded to him. He will be very thankful for any help from any member of the Association. I am sure that we owe him a great debt of gratitude for the time he is devoting to the interests of the Association, and a final and equitable adjustment of this question of loss and damage claims will be of vast benefit to the grain shippers of the United States.

At this time I want to call for the report of the special committee that was appointed to go over the report of the secretary to make specific report on his recommendation. Mr. Elmer Hutchinson is chairman.

**Mr. Riley:** If you will pardon me, I just consulted briefly with Mr. Goemann, the chairman of this Transportation Committee, and what I meant to suggest is this. As a supplement, supplemental to the effort that is being made along that line, and the line generally of building up and increasing the efficiency of the weighing system of this country, I would say that in our state we have attempted, and hope to accomplish by the next legislature, the enactment of such a law as will provide for a State Commissioner of Weights and Measures, and appoint by proper rules and regulations weighmasters throughout the state of Indiana, whereby any man who has sufficient ability can pass an examination as to his efficiency and can show by his books and otherwise that he is a careful, competent man, may be commissioned as a weighmaster, and have a uniform certificate prescribed by the Commissioner of Weights and Measures, and that certificates, when issued by one of the weighmasters, shall be *prima facie* evidence in court as to what it purports to be, thus saving a great deal of trouble, if you have to litigate a claim. And it will go further. According to the rule of the court it would probably meet the requirements of the present bill of lading, which refers to adequate weighing facilities. If those facilities, passed on by the state official, are found to be adequate and sufficient to justify the character thus indicated, why the courts would probably hold that that is adequate facilities. I don't know that we can accomplish it by the next legislature. We hope to do that, and I simply want to suggest it here as a supplemental effort to the effort of Mr. Goemann, and if it is believed to be a good thing, let us see if we cannot accomplish it throughout all of the states where they have commissioners of weights and measures, or some other similar state official.

Mr. Hutchinson then read report of special committee as follows:

## COMMITTEE ON SECRETARY'S REPORT.

We, your Committee, to whom was referred that part of the secretary's report referring to proposed changes in our Constitution, By-Laws and Arbitration Rules, beg leave to report as follows:

That Item 3, Section 6, Article 4 of the Constitution be changed to read as follows:

"Three (3) Committees of three (3) members each, to be known as the Committees on Arbitration. It shall be the duty of these Committees to consider and determine all cases referred to them, and to render such decision thereon as may in their judgment be just and equitable, and in accord with the rules adopted by this Association."

That Section 1, Article 2 of the By-Laws, where the words "expenses of the two Arbitration Committees" appear, shall be amended to read, "Expenses of the three Arbitration Committees."

In conformity to the change in the Constitution and By-Laws, we would also recommend the following changes in the Arbitration Rules:

Section 1, Article 1, to be changed to read as follows: "The three Committees on Arbitration, etc."

That Section 1, Article 2, be changed to read as follows: "The three National Committees, etc."

Section 10, Article 6, be changed to read as follows: "The members of the three National Committees, etc."

We would further recommend that trade rule No. 37, as temporarily adopted by the Directors of this Association since our last annual meeting, be now finally adopted as written, said rule being as follows:

"Rule 37, War Tax on Freight Charges—On all Grain sold delivered it shall be the duty of the seller to pay the tax imposed by the Federal War Tax Law, entitled "An Act to Provide Revenue to Defray War Expenses, and for Other Purposes," approved October 3, 1917. It shall be the duty of the buyer to pay the said war tax on all grain bought f. o. b. shipping point. (It is the intention of this rule to impose the said war tax upon the party who, by the terms of the contract, assumes liability for the freight charges. The rule shall be in effect until the said war taxes are abolished.)"

**The President:** Now, another special committee was appointed to go over the president's message with similar purpose. Mr. A. S. MacDonald of Boston is the chairman of that Committee.

**Mr. MacDonald:** Mr. President, our Committee reviewed your report particularly with reference to the suggestion with regard to arbitration, but the additional committee was appointed, and we were unanimously in favor of recommending that a committee be added, which already has been incorporated in the report of your committee and acted upon. That is all that we have to say. The other committee has embodied our recommendation and covered the matter.

**Mr. McCord:** I wish to offer the following motion: That Section 1 of Article 5 of the Constitution be amended so as to provide for 22 directors, instead of 20 as now provided. I move that the amendment be adopted.

**The President:** Before that question comes before the convention, I would like to ask the chairman of the Executive Committee to explain briefly to the convention the need of this—why it is.

**Mr. McCord:** We have a new affiliated association



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coming in, and it will disturb the equilibrium of the present Constitution, which provides for a total number of 20, including the directors that represent the affiliated association. And 22 will fix it all right.

**The President:** We have one already in during the year, and another one that will probably be admitted at the meeting of the Board of Directors following this meeting. So it makes two additional, and it provides for two new members representing those two new affiliated associations.

[The question being called for, the motion was then put by the Chair, and carried.]

**A. L. Scott:** I would like to inquire if there has been any change in these trade rules with regard to telephone conversation and the confirmations that come in later. Is there a recommendation of that kind made?

**The President:** There has been no change made this year.

**Mr. Scott:** Now, Mr. Chairman and gentlemen, there is a question that has come up to my mind, during the past year particularly, and that is with reference to these trade disputes and arbitration cases—cases that are appealed. A great many of those disputes grow out of the fact that the parties, in negotiating, the buyer and seller, use telegrams or telephone conversations, as is often the case, and confirmation is then sent later, as our trade rules provide shall be done in all cases of negotiations that result in business, and then these confirmations come in and they are on some vital point at variance with the negotiations which were conducted by wire or telephone. Now, it is perhaps perfectly clear that where the telegrams set out clearly a definite understanding, that that in itself would perhaps be the contract, and confirmation would not change it. But in telephone conversations, that is not so easily done. Now, we get confirmation—I suppose all of us do, and there is a misunderstanding; perhaps it is honestly so—between the parties negotiating over the telephone, and here comes in a confirmation the next day or two days later, and that confirmation has got anywheres from five to a dozen different clauses written in there, and perhaps written in by attorneys of the party who send the confirmation, and it is written or prepared at a time when they have nothing else to do or think about, and it strikes me that it is not altogether fair. I have about concluded that I will not assign a confirmation any more that covers anything except what we consider in our negotiations or that contains any provision that is at variance with any important part of it. We buy 5 or 10 carloads of stuff, and there will come in a confirmation with provisions that we have not discussed over the telephone at all, something like car shortage and embargo, and a thousand other things. I would like to know what the members of the Association think about matters of this kind. I know it has been a matter causing considerable disputes during the past year.

**Mr. Green:** Mr. Chairman, I think what Mr. Scott has said is a thing that the arbitration committees have had a great deal to worry about. Mr. Brandeis made a suggestion in a letter that he wrote to Mr. Quinn in line with the thought that Mr. Scott has offered here, and I don't see how we are going to get away from it. You cannot make men do things, and if they will inject things into a confirmation that were not understood, I don't know how you are going to keep them from it. This convention might go on record as against putting anything into a confirmation that was new to the understanding had over the telephone or by wire, but that is all I believe we could do. I don't think we could form a trade rule that would exactly cover this matter. We find in arbitration cases that there are all sorts of ways to camouflage a transaction. They will put a little bit of a red ink line at the top, referring to a lot of stuff on the back of it, and there is a whole declaration of independence, and would take a man pretty nearly an hour to read it. I would like to see something done, but I don't see how we could take care of it by any trade rule. But I should be very glad to see this convention go on record as opposed to interjection into a trade by confirmation anything that was not clearly understood by the parties in the transaction.

**Mr. Metcalf:** Would it be possible to have a uniform contract that would harmonize with the trade rules, and expect all our members to use it and use nothing else? I know that is a great annoyance. People will take advantage by injecting into a confirmation some little thing which at first appearance may be trivial but which will afterwards turn out to be of great importance. I have wondered whether it would be possible to have a uniform confirmation that would harmonize with our trade rules, and request the membership to use that confirmation. Or are trade conditions such that that would be impossible?

**The Secretary:** I would like to remind Mr. Metcalf that the Association has a uniform confirmation blank and has had it for a number of years—had it before I was secretary, and I have been secretary five years.

**Mr. Metcalf:** That probably would not conform to the trade rules now, would it?

**The Secretary:** They have not been changed enough to in any way interfere with the uniform confirma-

tion blanks. Now, this confirmation blank has been accepted by the trade, been worked up by a special committee of the Grain Dealers National Association, it has been published broadcast in *Who is Who* and other publications. We have several hundred copies of it in the office in Toledo, and we have done everything that we know how to get it into general use among the members. But in spite of that, in spite of everything that my predecessor has done and I have done to get this confirmation blank used by all of our members, we find that so many dealers when you take up the problem with them say that they have a confirmation that is practically the same, and they have used it for years and it is satisfactory, and they do not want to change. But when you come to look over all these various confirmations you will find there is a multitude of them, and there are many differences. It seems to us to be one of the problems like the trade rules themselves. It took us years to get the grain trade of the United States to accept the trade rules and to recognize the obligations or the authority of the trade rules, but we have had more success in that than we have had in the confirmation blanks. Now, I have done everything I can to try to have this uniform blank adopted, but I only seem to be able to get up so far and I run up against the proposition of the man that says his own confirmation is better than the uniform, or has had it so long, and is so accustomed to it that he doesn't want to change.

**Mr. Riley:** You know the millers have a uniform contract that is predicated upon their license, and they have to conform to it.

**J. B. McClure (Kansas):** I was going to say that the millers use the uniform confirmation and that they have been very successful indeed in the use of it. I was wondering if this work could be taken up, as Mr. Quinn suggests, by the secretaries of the various state associations and by getting them to help work that out, if we couldn't use this uniform confirmation. It seems to me something of the kind would be a great help to us.

**Mr. Quinn:** We published this confirmation blank repeatedly in *Who is Who*, and we have offered to supply them at actual cost from the printer's invoice. I might say that I have a copy of the confirmation blank here. [On request of a member the secretary then read the blank.]

This confirmation was worked up by special committees of the Association in years gone by, and it seemed to them to be as close as they ever could get to a uniform confirmation blank, but I don't know how I will ever get the members to use it. We have done everything we could. We published it in *Who is Who* many times, and have offered to supply it to our members in any amounts at the actual price to us, and to send them at our own expense.

**Mr. Green:** Mr. Chairman, as a further attempt to get this matter into proper hands, I wonder how it would do to have the secretary write to the Chamber of Commerce or Board of Trade of each city and ask them to get their members to accept this. That makes it local, and I don't think there is any member of our own body down there, if approached through the Grain Dealers Association and through the Board of Trade that would refuse to take action on it.

**Mr. McClure:** What I do with the contracts when they come in to me, is to take my pen and ink and I cross out everything on the back of that thing, and I go over the other part of it and cross out whatever part of it there that I want to, and then sign the contract and send it back to them, which is nothing more than a plain contract will have. And if they don't want to accept that, they can send it back. And I have never gotten one back.

**The Secretary:** In connection with this, I would like to say that if that confirmation that Mr. Green has were universally used, all disputes in the grain trade would be subject to settlement or adjustment or arbitration before the Grain Dealers National body, because it says the contract shall be under the trade rules of the Grain Dealers National Association. That, of course, means arbitration before the Grain Dealers National Association. Now, the Grain Dealers National Association cannot usurp the functions of the grain exchanges. They could not hope to abolish the Arbitration Committee of the Chicago Board of Trade or abolish the so-called Chicago Contract and the other contracts of those big exchanges. And they would not wish to do it. We were compelled at this convention to add another arbitration committee, making three. If we were to do all the arbitrating for the United States, and put out of business the exchange arbitration committees, instead of three, we would need about 20 arbitration committees. So you can see where that thing followed to its logical conclusion would involve you. Therefore I am inclined to think that it would be next to impossible for us to put a uniform confirmation in such as that without making some change and allow the exchanges to continue to arbitrate differences among their members and outsiders, provided the outsider was willing to arbitrate before that exchange.

**Mr. Scott:** It was my understanding that we would only attempt to cover business between our

own members. This question of arbitration having been mentioned brings a thought to my mind that may not be quite in order at this time. I will give any man at least \$25, possibly \$50, on a car load of grain now at the present prices before I will go before an arbitration committee. This matter of taking so many disputes before arbitration committees is something that ought to be given very serious consideration. I think the best time for any man to settle his trade disputes is right then and there while the transaction is fresh and both parties are probably on the wire, and as a rule you will get better and more satisfactory results, and both sides will forget the difference a whole lot quicker. But you try these cases out through an arbitration court, and possibly before an appeals committee, and let a case of that kind hang on for six months or a year, or sometimes two years, and all the time these litigants study this matter, and the more they study it and the more they write and the more evidence they collect, the more tenacious they become set in their views.

**Mr. Riley:** It seems to me our position is like this: There is no question about the desirability of trying to get this thing in shape, and I believe the correct place to go is to the Food Administration Grain Corporation, and present to them, through your proper committees, the question of a confirmation that you think will meet the general situation. Let that Food Administration then invite each of the exchanges in this country that have rules to participate in the conference, and let them agree, if they can, upon a uniform confirmation. Every man in this country that is handling grain is handling it according to his rights, and he does not wish to be deprived of that, but if you get a rule of that kind, get the Food Administration to put it into effect, you can make it effective. Let us go to the only authority there is in this country to make it effective, and that is the Grain Corporation.

You take in the milling business, they have adopted a uniform method of contracting for mill products and the miller that fails or refuses or takes advantage by short cuts of the contract, and it is proved, will lose his license. Now, let us have the same thing in the grain trade. It can be done. We are just as important as the miller. Another thing, the Grain Corporation assumes to attempt at times to enforce your contract in the sale of grain. They take jurisdiction over it. I have known of cases where they have taken jurisdiction over the contract, and said you must carry out that contract, or you lose your license.

**The President:** Will you permit me to ask the secretary to read a portion of the letter from the Food Administration on this subject.

**The Secretary:** He brings up exactly the same subject that Mr. Riley has discussed. [Reads:]

"After writing this I showed it to Mr. John J. Stream, head of the Coarse Grains Division, and wish to say that he agrees with me that the situation admits of material betterment, but doubts whether my suggestion would not work hardships on the shipper. He suggests that the Food Administration draw up a 'Uniform Contract' on the order of the present Flour and Coarse Grain Milling Contract. 'I am not wedded to the plan that I have outlined, but I do know that some rules and regulations must be drawn up to relieve the present existing conditions.'"

Now that covers the point exactly that has been raised by Mr. Riley and it seems to me that it is a matter that the Advisory Committee might with benefit take into consideration.

**Mr. Bissell:** I happen to be on one of the arbitration committees and have gone over a good many cases where the disputes arose over confirmations, and I have found in my own business that it would be very helpful to have a confirmation form that had been approved by the Grain Dealers National Association. At the same time, in my business this particular form does not suit me, because here we guarantee weight by the seller or buyer. Now, that is entirely superfluous. My view of a confirmation is that it should contain the minimum amount of information there that covers the case.

**Mr. Green:** Can we have this whole matter referred to the Advisory Committee, with the request that they take it up with the Food Administration? If so, I will make a motion that that be done.

**The President:** The motion is that this matter be referred to the Advisory Committee of the Association with instructions to take the matter up with the Food Administration, following the suggestion made by the head of the Enforcement Division of the Food Administration.

[The motion was then put and carried.]

**Mr. Bissell:** May I be permitted to use this form and eliminate the words that do not apply to the trade that I represent?

**The Secretary:** I should think so.

**The President:** Yes. You are inquiring if you want to adopt it for your use, it would be perfectly legitimate to do so and change it to suit your case?

**Mr. Bissell:** Yes sir.

**The President:** That I think may be done.



**Mr. Green:** We have in our business a confirmation very similar to this, except that we haven't "It is expressly understood that the grain named within is to be shipped as per terms of contract," etc. I am going to take the liberty of taking this thing home and adding that to all our forms, because I think that is a very good thing.

**The President:** If the Advisory Committee succeeds in working out a confirmation form, that of course will supersede everything else now in use.

If there is nothing else, the convention will now stand adjourned until tomorrow morning promptly at 9:30 o'clock.

[Adjournment.]

## Wednesday Morning Session

The convention was called to order by President Eikenberry at 10:15 a. m.

**The President:** We will start this morning with the special order of business, the continuation of yesterday's discussion on the report of the Committee on Legislation.

**G. A. Wells:** Mr. President, the statement that firms doing less than \$100,000 of business was made yesterday on the basis of the general impression that was given in the conference with Mr. Stream. I think there was considerable said yesterday that perhaps is hardly justified as a matter of fact. This whole matter is in a very incomplete condition, but as I understand the wholesaling of grain does include business under \$100,000 turnover. So we are not just quite certain as to where that will really finally be settled.

Now as to the responsibility of the Advisory Committee, perhaps I take the duties of the Committee and myself too seriously, but I fear that the trade as a whole does not quite appreciate the responsibility of the Advisory Committee. When we were asked to attend the last conference it was suggested that we come prepared with figures as to the experience of the trade during the last five years, showing their net profits, and most of us submitted such figures. I regret to say that some terminal markets did not do so. They simply offered a flat resolution without any figures to substantiate the resolution in detail. The recommendation as first drawn expressed the idea of reasonable profits. Some of us were opposed to that expression, and changed the language to mean the maximum, and consented to the percentages finally named in the recommendations. For example, we will figure 3 per cent on the annual turnover of one of the largest terminal market concerns in the country. I don't know what the volume might be, but we will call it \$50,000,000. Three per cent on \$50,000,000 of turnover looks pretty large, and I am frank to say that it looked large to everyone of the Committee. Now, as I said, Mr. Stream requested us to submit figures to justify our recommendation. We will suppose that we have been able to put over a recommendation that is wide and large. There is an impression among the trade that the Government is all one thing, but I want to call your attention to the fact that, so far as three departments are concerned, the Department of Agriculture, the Federal Trade Commission and the Food Administration, they are three separate departments, and they are not altogether harmonious. There is more or less conflict. Any line that might be drawn by the Food Administration as a profiteering basis might not be satisfactory to the Federal Trade Commission, and complaints might reach the Federal Trade Commission that would bring about an investigation by that body, independent of the Food Administration. Supposing a dealer would have a complaint filed against him with the Federal Trade Commission, and the Commission would proceed to investigate, and the dealer would say, "Why, I am within the line established by the Food Administration." The Federal Trade Commission would naturally go to the Food Administration and say, "How did you justify that basis," and Mr. Barnes would say that the Advisory Committee made a recommendation, and that their recommendation was supported by facts and figures. Who is this Advisory Board? The names would be given. The Federal Trade Commission would say to the Advisory Board, "Come here and tell us how you justify this basis." Now, it seems to me that the Advisory Board are in a position where we may be called upon to justify our recommendation.

Now, I am not going to ask you to say, and I am not going to say, that the recommendation is too wide. That is a matter for the Committee to act upon itself. We have our own issue on that, but I do feel that the grain trade ought to be fair with us, that is, with the Committee, and not try to use us as a club to put something over, but give us a chance to act on the square and stand fairly with the Food Administration, and not place us in a position where the door is liable to be closed, and hereafter you will have to submit to arbitrary rulings of the Food Administration without any conference representing the grain trade, which, I want to say to you men, is a very important thing. We have all discovered that in the smaller details of consideration of these matters we have been able to point out some things that if we had not been

in conference would have worked a very great hardship upon the trade. [Applause.]

**Mr. Reynolds:** Now, yesterday Mr. Clemons left the impression in regard to the proposed fixing or limiting of profit on individual transactions. I would like to have Mr. Clemons speak a little further along that line. There seems to be some misunderstanding in regard to it.

**Mr. Clemons:** The matter of profits on individual transactions has been discussed many times by this Committee and between this Committee and the various branches of the Food Administration. It was my understanding when we arrived at Washington, or before we went to Washington the last time, that we would be asked to fix a limit on individual transactions of coarse grains. When we arrived in Washington we understood that coarse grains and wheat transactions were to be combined. I do not think my colleagues on this Committee just understood it as I did. I may be wrong, and they may be wrong. However that may be, it finally worked out in this way, and I believe that we are agreed on the results. We arrived at the conclusion that it would be utterly impossible to fix a limit of profit on any individual transaction, and after putting the matter up to Mr.



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Stream, who is at the head of the Coarse Grain Division of the Food Administration, he agreed with us on that. When we arrived in New York and the matter was incidentally brought up by Mr. Barnes in regard to wheat, it was stated that wheat, or the profit on individual transactions in wheat, would be controlled to a great extent by the stabilized price of wheat and the fixed price or the price that millers must sell their flour at. Consequently, there being a maximum price on flour, and a minimum price on wheat, there could not be any great variation in the price of wheat or in any individual transaction in wheat. Now, have I made this clear to you people? Is there any question that you want to ask on this subject, and incidentally I will ask Mr. Reynolds if I have cleared the matter.

**Mr. Reynolds:** I think you have.

**Mr. Clemons:** Now, I wish to say just a word in regard to this \$100,000 proposition. I said yesterday that all turnovers would be taken into consideration, or would be amenable to the law. Mr. Wells, I believe, stated that people doing business of less than \$100,000 would not be. Now, I made my statement based on personal or individual knowledge that I have from my own individual case, which is as follows: I had occasion a very short time ago to apply for a new license. I had never taken out a license except the first one that I had, which was in the E series. Now, my business is like this: I buy and ship grain. I buy and ship corn and oats and

sell it in a retail way. Now, a retailer under the construction of the Food Act as I understand it, is this: It is a man who sells grain to the consumer not to be resold again for a profit. Now, I do a little business, just a very little, of this kind. We have a produce firm in our town and I sell a little grain to those people and they resell it, and consequently that puts me in the wholesale class. I must have a license covering that part of my business. If your retail business does not exceed \$100,000, you do not have to have a license for it. But if you buy and ship one car of wheat, or one car of corn, or of oats, or of any other kind of grain, during the year to someone else who is going to resell it, you are a wholesaler, and you must have a license for it. Now, that is my understanding of it, and I hope I have made this clear. I was asked the question two or three times yesterday evening in regard to this matter. It wasn't clear to some of the people, and if there is anyone here who wants to ask me a question on it, you are at liberty to do so.

**F. A. Coles:** Would you have to have an E or G license?

**Mr. Clemons:** You have to have a G license now for everything. The act of January, 1918, requires a new license for all kinds of business, and it is a G license. The first licenses that were issued were E licenses. The licenses which you get now are G licenses. And a man that is doing the kind of business that I am doing can get one license that will cover the whole of it, provided you make your application in the right manner, and it covers all of the different activities in which you are engaged.

**Mr. Coles:** I would like to ask a question on the fixing of the margins on individual sales. Isn't it known to this Committee that it is the policy of the Food Administration to fix the limit of profit on each individual sale?

**Mr. Clemons:** It has been the idea of the Food Administration to do that, but through the efforts of this Committee and the meeting that they had in New York on April 30, that has been abandoned by the Food Administration as being impractical, and I might say, impossible.

**Mr. Coles:** I am very glad to hear that, because the manufacturers went down there and asked them to fix the limit, and they took it under advisement. The wholesalers went down there and they took under advisement the recommendation from them, and the retailers have been down there and they have taken under advisement the recommendation they made, and in each case they demanded that a limit be fixed on every individual sale, and if the Food Administration has abandoned that idea, personally I don't care if the profits are only 2 per cent on the turnover, or 1 per cent, and I believe that we could not live if they fixed the limit on every individual sale.

**Mr. Clemons:** I don't know what their idea is in regard to the matters that you speak of. All I know is with regard to grain.

**Mr. Reynolds:** I might answer that, Mr. Coles, by saying this: Mr. Stream told me that the profit per barrel on all coarse grain milling was fixed, and that there were limits on every individual transaction of that kind. What Mr. Clemons referred to is that Mr. Stream said that he had hoped, in view of the fact that profits had been fixed on the coarse grain millers, that this Committee would be able to bring a report to him fixing profits on individual transactions in coarse grain. We reported we were unable to, and he said, "I see the difficulty, and I doubt if it ever can be done. But I think you will find that they have already determined that a given profit is all that will be allowed in coarse grain milling," Mr. Stream expressed himself to me that way at a meeting before the Committee met.

I think Mr. Clemons and Mr. Wells have made themselves very clear on these points of discussion. You understand, gentlemen, that this is all chaotic now, and that no committee, or no aggregation of men, knows what will be done. It is all under discussion, and you might attend all of the meetings, and when you get away, there is conflict of opinion as to what will be done, but it is hoped that a conclusion will be reached very soon. I feel, in deference to our worthy president, that we ought to confine this discussion to as narrow limit as possible, and if there are any other questions, you should ask them now.

**The President:** The Chair feels that this is by far the most important business topic that has come before the Grain Dealers Association this year, or probably in a series of years, and it is up to this Committee to do for the grain trade a great service, and it seems to me that we can well take the time thoroughly to discuss it. The discussion will proceed.

**Mr. Reynolds:** It would be of great service to the members of this Committee who are here, if you will let us know what is in your minds. I agree with Mr. Eikenberry that if we should spend an hour here it might be the best hour ever spent by this Association. I hope that you will ask questions. There are perhaps some of you that are in doubt about certain points, and you will enlighten us materially if you will let us know what those things are.

**J. L. King (Philadelphia):** What is to be included in this turnover? In the discussion yesterday there seemed to be some difference of opinion between Mr.



Reynolds and Mr. Wells as to what would be included in the total of the turnover for the year. I refer to the commission business, terminal elevators. I understand from Mr. Reynolds they are to be included, but from Mr. Wells that they are not to be included. I would like to know what is the consensus of opinion of the Committee as to just what is to be included in the total?

**Mr. Reynolds:** In what particular do you understand Mr. Wells and I do not agree, Mr. King?

**Mr. King:** On commission and terminal elevators. You stated, as I understand it, that it was to be included in the makeup of the turnover, while Mr. Wells stated it was not to be included—those two.

**Mr. Reynolds:** You mean that the terminal elevators would not be amenable to the profits schedule?

**Mr. King:** I mean, in the makeup of the business for the year. For instance, I do a commission business which I keep entirely separate from my cash business. Now, in arriving at the total on which my turnover is to be based, on which the 3 per cent or 5 per cent is to be calculated, do I include the gross business on my commission in arriving at that turnover?

**Mr. Wells:** My understanding is that the commission merchants are not included, nor brokers, nor terminal elevators that act as public store houses.

**Mr. King:** I had received a different impression.

**Mr. Wells:** Of course, I mean to say on commission business as such. Your other business would have to be included.

**Mr. King:** Well, it makes a great difference, and it is a point that ought to be thoroughly cleared up, because I am doing a moderately large wheat com-

understanding on that was this: That our recommendations had nothing to do with anything or any branch of the grain business except just the merchandising of grain. That is, grain that you buy and sell again, and your turnover would be figured from that basis, from the aggregate of your sales of grain, not for your customers, but for your individual self.

**Mr. King:** Not for my customers, based on what I paid for it. I understand what I buy, that is what I base it on, but there are thousands of people in this business that do not have any storage facilities at all; they do a very large distributing business, but they simply buy it and pass it on.

**Mr. Clemons:** Well, that is merchandising grain.

**Mr. King:** Certainly.

**Mr. Clemons:** If they buy a car of grain from me and sell it to you, and the two transactions takes place within 20 minutes, they merchandise grain.

**Mr. King:** Certainly.

**Mr. Clemons:** Their turnover would be figured on the basis of what you pay them for that grain.

**Mr. Clemons:** That is right.

**Mr. King:** Well, I am perfectly willing to accept orders. But I think this Committee wants to get a definite idea as to what is to be included before you recommend anything as the basis of percentage, because it does make a great deal of difference whether or not the commission men are to be included, their volume of business handled on commissions, or not. If included, it will mean that in oats or corn, which perhaps is more largely merchandised than handled on commission under present conditions, you permit a dealer to make a very unreasonable profit on those

ownership has to enter into it. I believe if you give that thing careful study it will all smooth out, but I do want to impress upon you the chaotic condition in which the whole thing is now, and that is the reason why we are glad to have just such questions as Mr. King has presented. In a general way the discussion was that commission business as such would not come under the purview of our recommendation, for the reason that a million dollars worth of commission business only yields a commission man a given amount of money, which some say is small—that is, the commission man—but some say very large—that is the man who pays the commission. But at any rate, that profit is not commensurate with the profit that should accrue on grain in which ownership is vested in the individual making the return. I believe, Mr. King, that it will all smooth out when you take into consideration the question of ownership.

**Mr. King:** I am quite sure it will, Mr. Reynolds. The only point I want to determine is for the Committee to find out definitely about that, if they will be pleased to accept the suggestion, before they arrive at what they think as representing the grain trade is a fair recommendation for the percentage basis on the turnover.

**Mr. Reynolds:** You understand, Mr. King, as I say, it is in a chaotic condition. We hope before the order or rule is finally promulgated to be able to agree with the Administration on the matter, and at that time all such things will be thoroughly threshed out, and we are trying to arrive at a conclusion with them. The matters are all in suspense for the moment, but I will say to you that I feel that after receiving the information we have received here it is quite within the scope of our duty to ask Mr. Van Dusen, the chairman of the Committee, to call the Committee together at once so we may have further opportunity before the Department arbitrarily fixes its rules, which they might do any time.

**Mr. Dorsey:** I want to suggest this. Mr. King uses the same office force to handle that commission business as he does for the balance of his business, and I don't think it is fair to segregate that. You take the grain man that handles coal, and there are a great many grain dealers who buy and ship grain in a wholesale way who also handle coal in a retail way, and they use the same force there. I do not think it would be fair to the Government; I do not think it would be fair to our business; I do not think it would be fair at all to undertake to segregate that commission business of Mr. King's, or segregate this coal business of any one else who handles it, for the reason that they use the same force and the same expense, and I think all those things ought to be carried on the same basis. In other words, they ought to be considered in this maximum profit, whatever this Committee decides they can get the Government to agree, as reasonable, fair and proper.

**Mr. Clemons:** That might be reasonable and all right. And it might be proper, but the Food Administration has nothing to do with the coal business. And consequently it cannot be done in that way. You have got to do it the other way. There is no getting around that, Gentlemen. And what might be proper or what might be considered proper for your own convenience, the Food Administration does not consider as proper, and you have got to separate the two. Now, there is no getting away from that; it has got to be done, Mr. Dorsey.

**Mr. Dorsey:** Let me put this proposition: We will say that Mr. King is in the coal business, and he does a merchandising business and he does a commission business. Do you contend that it would be right and proper for Mr. King to segregate those businesses and make a net profit on all, when he uses the same force? Do you contend or believe that it would be right and proper for Mr. King to collect a profit commensurate with whatever the Food Administration will agree to allow as a maximum profit? Do you believe it would be right for Mr. King to establish that on all three of those business?

**Mr. Clemons:** No sir. But all there is to it, you have just simply got to prorate your expenses between the different branches or the different activities in which you are engaged. If, for instance, you do a \$50,000 coal business and \$100,000 grain business, the grain business would stand two-thirds of that expense. That would be a fair proposition to put up to the Federal Trade Commission, if they were investigating you. You could say, "Here, I did so much coal business, and I did so much grain business, and I charged two-thirds of the expense to the grain, and one-third of it to the coal." Then in arriving at your profit on your grain business that extent would be figured in against your profits, or would come out of your gross profits before you get to the proposition of maximum net profit.

**Mr. Dorsey:** Mr. President and Gentlemen, my idea is that we should not figure on just how much we can make, but, in a crisis like this, we ought to figure on how little we can get along with.

**Mr. King:** I would remind you, in the commission business the Government has already told us what we could do, so we could not be classed as profiteers.

**Mr. Dorsey:** That is a different proposition. Where I do nothing but a grain merchandising business, that stands on its own bottom. But where you take a man like Mr. King, that does a coal business, a commission



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mission business, strictly commission, and kept entirely separate, and yet it makes a great deal of difference in arriving at what I am allowed to make, as to whether or not I shall include the gross of that wheat commission business in my calculations of the turnover.

**Mr. Reynolds:** Well, Mr. King, the question was discussed at some length and was left quite indefinite for the reason that when our recommendation was not accepted, when we were requested to revise it, those things were not entered into. Our recommendation contained one paragraph which said on commercial transactions, commercial deals, aiming to exclude profits made on purely speculative deals, and it was discussed quite freely that commission men who handled grain for others on commission would not come under the purview of this recommendation, for the reason that their individual transactions where they were handling other people's grain might be very large, while their compensation in proportion to the handling would be very small, and it was generally conceded, if our recommendation was adopted, that in sending out the order that would be very definitely discussed and made plain, but it is one of the unsettled questions, as I understand it. Is that your understanding, Mr. Wells?

**Mr. Wells:** Why, they are all unsettled. These are simply impressions that we have.

**Mr. Reynolds:** Well, you got the understanding that it was not determined, whether commission men should be included, did you not?

**Mr. Clemons:** My understanding was that the commission men's compensation was already fixed by the Food Administration.

**Mr. Reynolds:** That is the idea.

**Mr. Clemons:** From the fact that the Food Administration take a percentage on the grain that is consigned to them direct, which, in a measure, fixes your compensation for handling the grain for the customer. The point that you raise now, Mr. King, my

transactions, as against the fixed commission which is allowed him on the handling of wheat.

**Mr. Clemons:** The question has been asked us the same as you did, what would be included, and if it would include a man's coal business or a man's feed business. Now, my interpretation of the feed business would mean ground grains of any kind. That is already taken care of in another way, and by another branch of the Food Administration. We have nothing to do with that. This matter just simply deals with the whole grain, and nothing but grain. If you were doing a coal business in connection with your grain business, you must segregate the coal business from the grain business, separate the expenses of the two. You must not charge the expense of conducting any other branch of your business into the general expense account and take it out of the profits on the grain, but you must separate the two as nearly correct as you possibly can, which I concede would be a very difficult thing to do and do exactly right, for the reason that you charge up perhaps a salary for yourself against your business, and you oversee the entire business, and you wouldn't know just how much to charge against the one kind or the other, or against your feed or coal as against your grain business. But you should do it as nearly correct as you possibly can, and then in case the Federal Trade Commission ever does investigate your business, you will be in a condition to say that you have been as near fair and as near right as you possibly could be, which is all any branch of this Government asks for any people that are engaged in trade under their supervision.

**Mr. Reynolds:** Now, gentlemen, isn't it fair to suppose that turnover contemplates in the transaction ownership. Now, Mr. King, if he handles 10 cars of grain for me on a commission, he never owns that grain at all. But if he buys it from me and passes it on, he is at one stage of the transaction owning the grain. It seems to me it is very plain that the



business, and a grain merchandise business, I think the whole thing ought to be summed up and treated as one proposition, and Mr. King's business ought to be set on that basis and the whole taken as the turnover.

**Mr. Reynolds:** Now, Mr. Dorsey, your argument is all right from a certain standpoint, but from another side you do great injustice. The Fuel Administration fixed arbitrarily the profit on individual transactions at prices from 30 to 50 cents, I believe. Now, if you go to work and throw that into the transaction, you get your grain dealer into all the more trouble, and regardless of what the trouble might be to the dealer to separate his expense account, he would only be expected to make a fair estimate of it. Now, we are allowed down in Indiana—Mr. Goodrich, how much are they allowed on coal. I think they are allowed \$1.50 a ton on handling \$4 coal.

**The President:** \$1.50 in Ohio.

**Mr. Reynolds:** On certain bituminous coal we are allowed \$1.50 a ton on coal of \$4, to sell at \$5.50. I think that is it. It would be, you see at once, nearly 40 per cent. Now, if we would do a large amount of coal business, and take that out of our grain business, we wouldn't get anything on grain; lots less than nothing. The thing works very peculiarly. We would get into deep water if we carried out your proposition. I agree with Mr. Dorsey that it involves an entire revolution in your bookkeeping and in your accounting, but that is up to each individual. While the aggregate is enormous, it is widely distributed, and it is for you to work out how much is chargeable to grain, and we will just simply have to do it.

**W. W. Pollock (Mexico, Mo.):** I want to say that I think we have a thoroughly competent committee on this which represents all of the diversified interests of the grain dealers, and they will take into consideration all of the different things that have been stated, and I don't see that we will get anywhere by continuing this discussion indefinitely. In fact, you get worse mixed up, if anything, than they are now, and I am in favor of dropping the discussion. I think we can safely leave it in their hands. [Applause.]

**Mr. Scott:** I think, Mr. Chairman, that we have a fundamental principle involved in this. I quite agree with Mr. Pollock that this Committee can be trusted to work this matter out, that the Committee is proceeding along correct lines of good, sound business policy, but I have a statement here, a clipping that I cut from our official organ, *Who's Who In The Grain Trade*, and I pasted it in my pocketbook. This quotation is from President Wilson, and it states a fundamental policy or principle. I should like to have that excerpt read. It is very short and brief, as you may well know that the President has that happy faculty of making things very brief, and he recently gave an answer to Germany's last peace bid in only 68 words. [Applause.] I would like to ask the secretary, or Mr. President, to read this little excerpt right here from President Wilson.

**The President [reads]:** "By a just price I mean a price which will sustain the industry considered in a high state of efficiency, provide a living for those who conduct it, enable them to pay good wages and make possible the expansion of their enterprise which will from time to time become necessary as the stupendous undertaking of this great war develops."

**Mr. Scott:** I think that covers it absolutely, Mr. Chairman. [Applause.] If our Committee ever gets away from that principle, we are gone. A business that fluctuates as much as the grain business, if that business cannot take the advances, and it is forced to forego them and must take the losses incident to a decline of the market, that business is doomed.

Now, this discussion we had here yesterday regarding the 40 or 50 cents a bushel profit on oats which was forced upon dealers, overlooked to a certain extent the times when we have to sell them for that much loss. The Committee is proceeding upon the lines of net profit, and I believe their recommendations are fair. Now, as to becoming profiteers and taking more profit than is permissible or right or just, that will permit the expansion of the business to meet the great war needs of the country, I do not think there is the slightest danger of the grain trade being guilty of any such practice. There is no commodity that I know of in the world that is handled on as close a margin as the grain business is conducted. Moreover, if excessive profits are made by conditions perhaps that business practice cannot foresee or prevent, or losses, as the case may be, we have an income tax that will collect all your excess profit. So no one need to worry about that. I don't believe, Mr. Chairman and Gentlemen, that it is possible as long as this war lasts, that industry can expand to any considerable extent. Under the present law, there will be taken at least 80 per cent of the profit. I want to ask you where will a young man who has a new business starting out, where he is going to be under that kind of a law.

**A Member:** He is supposed to be at war, in the army.

**Mr. Scott:** Well, we have to have somebody at home to sustain those men put at the front. It takes 250,000 men back of the lines to sustain an army of 1,000,000 at the front. And it takes the home people to keep the home fires burning, also. Now, we

don't believe it is the policy of the Food Administration, or of President Wilson's administration, to hamper business. If it is necessary to take every dollar of profit as long as this war continues, I believe we would all say "Take it," [applause] because we must win this war above all. We must not forget that we are in war. We must not forget that food administrators make mistakes. Already in the feed business, our profits are limited, and if feed advances they say we cannot take that profit. We must sell it on the basis that we pay for it. It is so in the State of Kansas. We buy flour and feed together. The Food Administration reduces the price on flour. We got stung. We don't find anybody that comes around to us to make up the loss on the flour. The Food Administrator said, "We don't compel you to sell that at a loss or on a declining market." I said, "No, that is true, but competitive conditions force me to do so." I believe that food administrators have made a great many mistakes. I think they have actually increased the price of a good many commodities. I am heartily in sympathy with the proceedings of this Committee. I believe they are fair, and if they can get an agreement with the Food Administration, I think it will be a great thing for the grain men. [Applause.] We say there is no danger. I want to say to you there is danger. I want to say to you that the eyes of the world are on the milling industry and the grain industry. I want to say to you that there is more popular ignorance about the grain industry than any other industry in this country. I have heard expressions from good business men, from professional men, wherein they stated that a Board of Trade is little short of train robbery. Now, that is popular ignorance. I want to say to you that you let a grain man prosper in his community, that very soon the eye of suspicion is on him, and some one may turn in his firm or name to the Federal Trade Commission, and you will have an investigation, and if we do not keep within proper lines by a committee working this out with them and show the Federal Trade Administration that we are co-operating with them, I want to say that no grain man will be safe in this country, even with a reasonable profit. And by the co-operation of this Association, by the able men, we have come in contact with the Federal Trade Commission, with the Interstate Commerce Commission, and the Food Administration; we have been enabled to put into effect a policy of sincere and genuine co-operation, that is fair and just to the public, and yet it is fair also to the grain industry. [Applause.]

**The President:** The next thing is the report of the Arbitration Appeals Committee, H. T. Burns, Chairman, of Buffalo. [Mr. Burns read following report.]:

#### REPORT OF ARBITRATION APPEALS COMMITTEE

As chairman of the Arbitration Appeals Committee, in making my annual report I wish first to tender my thanks to the Secretary of this Association and to each member of the Committee, all of whom have co-operated with me to the fullest extent.

The Arbitration Appeals Committee has passed upon and decided five cases since the last convention. There remain in the hands of Committee for decision six cases, all of which have so far progressed that the slate should be cleared within a very short time.

This Committee has no specific suggestions or recommendations to make as regards changes in rules or methods.

The Committee, however, feels that they should recommend to the trade that they should not submit their differences to either Arbitration or Appeals Committee without first giving them the fullest consideration and exhausting all efforts to come to an amicable settlement.

The Appeals Committee has had to decide some cases which should never have been appealed; that is to say, the cases were so clear that there was no possible chance of a reversal by the Appeals Committee of the decision of the Arbitration Committee.

**The President:** The next thing in order is the report of Arbitration Committee No. 2, Elmer Hutchinson, chairman. (Mr. Hutchinson read report.)

#### REPORT ON ARBITRATION

This Committee has held, during the current year, six (6) meetings and has considered twenty-eight (28) cases, aggregating a total amount in claims of \$31,524.63, and the Committee, the personnel of which represents different interests, has in all cases voted unanimously in each of the decisions rendered, as follows:

15 cases in favor of plaintiffs, total sum...	\$11,427.61
9 cases in favor of defendants, total sum...	3,271.73
Claims reduced in amount in our findings, total sum .....	4,816.00
2 cases dismissed, total sum .....	6,788.73
1 case in process of settlement .....	3,060.51
1 case compromised in oral hearing, less than claimed .....	2,160.00

28 Total Cases, Total Amount.....\$31,524.63

One of the above cases was an appeal from a state association in which our Committee sustained the decision of the state association.

In the one case that was compromised at the oral hearing, the Committee feels that we accomplished a very great service to two honored members of our Association, for the reason that at the beginning of the hearing it was evident to us that each party was suspicious of the integrity of the other and mutual confidence was entirely lacking, but, as the hearing proceeded and explanations were made, both parties being broad minded business men, they were brought to see the other's view point and a compromise was readily effected and a pledge from each of further business relations between them.

#### Cases Dismissed

One of the cases that was dismissed was because of the expulsion of one of the litigants from our Association, and the other by the refusal of the plaintiff to expunge from his records some very obnoxious language seriously reflecting upon the integrity of some of the officers of our Association.

In this respect the Committee feels that its duty to the Association compels it to call attention to the fact that in its capacity of Arbitration Committee it is entitled to all of the deference and respect due a court of justice and that litigants should approach the preparation of their pleadings with this thought in mind.

There have been certain disrespectful suggestions in several cases and your Committee has not hesitated to return the papers to the offending party, demanding proper correction. Most of the cases considered by this Committee have been above criticism of any kind and the members have been pleased to note the fair-minded way in which these pleadings have been prepared.

The chairman has submitted each case to the members for their consideration several days in advance of the meeting, giving them the opportunity to consider the evidence and pleadings in the quiet of their homes, so that when the Committee came together they were familiar with the merits of the case.

There are but three (3) particular things that we would wish especially to call to the attention of our members, from our experience in the past year, and these are:

1st. The oft repeated request of the Arbitration Committees that each and every member of the Association familiarize himself with our Trade Rules.

2nd. That the broker fills a very important and necessary place in the general scheme of handling the immense crops of this country, and, while it is a well recognized law that he is a limited agent, we would caution our members, who make use of a broker in their business transactions, to carefully consider just how far the broker can go before the principal is released from the broker's acts.

3rd. To check carefully all of the confirmations as soon as received and see that they say just what you expect to fulfill in the trade or have changes made at once before disagreements occur.

#### Briefness Is Imperative

In conclusion, let us ask future litigants who use the time of the following Arbitration Committees to make their pleadings as brief as possible, only bringing out the prominent facts that relate to the proper adjudication of the case, but to be careful to attach the proper evidence to substantiate all claims made. In these times of stress when every patriotic man is usually overwhelmed with local war activities work, not considering the additional burden of getting out his many reports, it is sometimes tedious to read over the many repetitions of the same phases of the evidence as brought out by some litigants, especially when their cases are prepared by attorneys.

**Mr. Hutchinson:** We have, with the exception of one case, I believe, during the year, which was a case that seemed so plain, that I wrote a decision on it and sent it around to the other members of the Committee, and they sent the decision in. That is the only case.

**Mr. Scott:** I think that is very commendable, and certainly enables the Committee to get at the facts a great deal better than they could do separately. I am wondering, Mr. Chairman, if these Arbitration Committees should not be allowed some remuneration for their time and work when they meet to consider these cases.

**The Secretary:** They are allowed \$3 a day and their expenses.

**Mr. Scott:** Who pays that \$3 a day?

**The President:** Out of the general fund of the Association.

**Mr. Scott:** Should not the loser pay that?

**The Secretary:** That is included in his arbitration deposit.

**The President:** Is the Committee on Demurrage ready to report? Frank A. Coles, Middletown, Conn., chairman. [Mr. Coles read report.]

#### REPORT OF COMMITTEE ON DEMURRAGE

The Committee on Demurrage begs leave to submit the following report: Owing to the extraordinary conditions arising from the war your Committee has not been called upon to do any service during the past year.

Although the demurrage charges have been increased during the year, we think there has been a disposition on the part of all dealers to submit to



the advances and to do all in their power to release cars as quickly as possible that they might be the sooner employed in moving more freight.

It may be stated without fear of contradiction that the Eastern section of the country and particularly New England suffered from the worst congestion of grain and feed from about the first of April until almost the first of July that has been known in the history of the trade. At this time thousands of dollars in demurrage were paid and in most every instance the congestion was absolutely beyond the control of the dealer. Cars which had been in transit for not over two weeks arrived with cars which had been in transit for three or four months. Even with these conditions dealers without exception did all within their power to release cars.

#### Must Look to Future

It may be looking into the future too far and certainly it is not workable at this time, but the time should come when the railroads will have a reasonable schedule of movement of freight to which they must work and demurrage will mean not only the payment of money by the receiver whose receipts are often "bunched," but will be money that will be paid by the railroad for failure to move the freight between certain points within specified time. Obviously it is a travesty on justice for a railroad to take four months to move a car from Chicago to Boston and then to cry car shortage immediately upon the arrival of the car and to impose a charge for failure to unload the car within 48 hours. "Reciprocal demurrage" will then be reciprocal in fact as well as in name and the dealer will be able to plan his business with reasonable assurance that freight will move within a specified time.

It is impossible to attempt any constructive work along these lines at this time, but when the war is over the shippers and receivers should get together and formulate along equitable lines some plan which should be enacted into legislation that will enable dealers to intelligently plan their business and incidentally that will minimize the car shortage, which in our opinion is due more to the slow movement of freight than to the failure to unload cars quickly.

**The President:** The next in order is the report of the Hay and Grain Joint Commission, W. I. Biles, Saginaw, Mich., chairman. Mr. Biles is not present, but he has his report filed with the secretary, who will read it. [Report read by Secretary Quinn.]

### REPORT OF HAY AND GRAIN JOINT COMMITTEE

As the time is near at hand for the Convention of the Grain Dealers National Association, I wish to report that there has been nothing come to the attention of the Hay and Grain Dealers Joint Committee, which has required any action by it, therefore, as chairman the writer has no report to make, other than the above.

It might be somewhat interesting to the members of the Association to know something about the condition which exists in the hay business. The crop of hay, so far as the writer is able to learn, is considerably short of a normal crop, throughout the Central hay raising districts at least. Hay which has been grown this year is of very good quality and will run largely to mixed hay—very small percentage of the crop will be timothy, quite a large percentage will be timothy and clover mixed, and a small percentage clear clover. In Michigan particularly, we have had an extremely dry summer, which has caused the pasturage to fall far short of the usual condition, and we find right at the present moment that farmers are feeding considerable hay to stock at a time when usually it is not necessary. It looks to the writer as if hay would command a good price. Our Government will be a very large purchaser of hay, in fact, one of our best customers, and I think that the hay shippers in general are lending their efforts towards supplying the Government hay for their requirements.

**Mr. McClure:** I move that the report be accepted and placed on file. [Motion duly seconded and carried.]

**The President:** The next in order is the report of the Committee on Uniform Grades, Mr. F. E. Watkins, Cleveland, Ohio, chairman. [Mr. Watkins read report.]

### REPORT OF COMMITTEE ON UNIFORM GRADES

The activities of your Committee on Uniform Grades for the past year have taken the form of attendance at hearings held by the Bureau of Markets of the Department of Agriculture relative to wheat and corn grades. For the most part, expressions of opinion, coming to the attention of the Committee, from members of the Association, regarding the operation and supervision of the grades, have been favorable, although inevitable criticism of a system not yet perfected appeared occasionally.

#### Corn.

A series of hearings held in November and December of last year brought out a few suggestions from the trade, which were largely incorporated in the revised grades for corn issued effective July 15, of this year. The principal change consisted of specified test weights on Nos. 3, 4, 5, 6 grades. On the whole,

the corn grades were reported as satisfactory up to that time. However, the corn crop of the present year has proven that even a good system of grades will not overcome all the difficulties surrounding the inspection of a crop of extremely low quality.

#### Wheat.

At the same hearings, wheat grades came in for some discussion, and it was assumed that they were fairly satisfactory to the trade, except for moisture tests on red winter, and the classifying of smutty wheat under the name of "Soft Wheat," which led to considerable confusion and misunderstandings in winter wheat sections. Therefore, the trade read, with feelings akin to amazement (tempered, it is true, by the suggestions that it was a war measure) the tentative wheat grades offered as a basis for discussion at a series of hearings held the latter part of March at various points throughout the country. If the Department offered these tentative grades in order to get the reaction of the trade, that purpose was fully accomplished at the Indianapolis hearing on March 16, which was well attended by farmers, co-operative managers, country dealers, terminal elevator men and millers. There was plenty of action and "reaction" and the discussion—as it progressed—seemed to bring out more clearly that such a "letting down of the bars," as the tentative grades represented in some particulars, would be a retrogression from which uniform grades might not recover



THEY HAIL FROM GEORGIA  
E. H. Youngkin, J. H. Beusse and Dan Joseph.

for years to come. Whatever may have been the cause for offering these grades for discussion, the trade was much relieved to see the more moderate and apparently just and fair changes made in the grades as promulgated April 15, and effective July 15, of this year. As far as the Committee is advised, these grades are proving generally satisfactory in the handling of the present wheat crop.

#### Oats.

Due to the revision of the wheat and corn grades, and the difficulties under which the trade was laboring in the handling of the corn crop, the Department evidently considered it unwise to introduce a new set of grades for oats and add to the confusion. That we may expect the new oats grades in time for the next crop is the best inference which your Committee can draw from present advices.

#### General Conditions.

A considerable amount of confusion has occurred, and severe losses, in many instances, have been sustained by members of the trade handling corn during the past winter, due to apparent changes in instructions to inspectors with regard to what constituted damaged corn. As this was the deciding factor in corn grading for the first few months of the new crop year, and as the interpretation of "damage" swung, in some cases almost overnight, from one to two grades, many warehousemen faced losses, ranging from 10 to 15 cents per bushel for each grade, on large amounts of grain already inspected into their houses, which grain apparently could only be inspected "out" under a more rigid interpretation of "damage." In many cases, these conditions might be chargeable to the lining up of individual inspectors, but in so far as they were the result of rules or regulations issued by the Bureau of Markets, it seems but fair that the 90 days' notice of a change in interpre-

tation of the factors entering into a grade should be given, as is given in the case of a direct change in the wording of a grade, so that the trade might have a reasonable time to stand from under.

This Association, if not the originator, at least the most consistent champion of Uniform Grading, offers the suggestion contained in the previous paragraph to the Bureau for their earnest consideration, and we are sure it will be accepted in the same spirit in which it is offered, viz., a mutual desire to see the best and most just system of grading grain it is humanly possible to obtain.

The attention of this Committee has been called to the fact that there are still glaring differences between grades placed on the same cars by inspectors in different markets. The millenium has not yet arrived. The latest change in the organization for the supervision of grades, covered in the appointing of six district supervisors to study this particular matter of divergence of grades between markets—where such divergence is persistent rather than in isolated cases—is certainly a move in the right direction, and will produce results, with the co-operation of the trade.

**Mr. Watkins:** I purposely left out of our report the matter of sampling. Several members have spoken to me regarding this matter, and I merely suggest that the Department tried to supervise still further the matter of taking fair samples of the cars. Obviously your grading follows the grain at the original point if you do not get a fair sample of the car, and the Department claims that they are supervising this through the supervision of the inspectors. But there are evidences—perhaps some of you are familiar with them—daily which indicate that there is still being more or less improper sampling in many of our terminal markets, and naturally your grades cannot be uniformly operative under those conditions. [Applause.]

**The President:** I see that Mr. George Livingston of the Bureau of Markets is in the room, and he would be glad to answer any questions that may occur to your mind on this question and discuss them with your chairman.

**Mr. Livingston:** I take it that the supervision of grain inspection is satisfactory, because we have heard no questions, and I shall not discuss the question of supervision of the grading of wheat or corn. I have an announcement that I think you will be interested in, referred to in Mr. Watkins' report relative to oat standards. The tentative oat standards have been approved by the Secretary of Agriculture, and they are now in the course of preparation, giving the tentative oat standards, and announcement of a series of 15 hearings. If you are interested, I can run over briefly the outline of the proposed standards. I may say the hearings will start on October 15 and end on November 4, 15 of them.

**A Member:** Will you state the dates of those several hearings and the places at which they will be held?

**Mr. Livingston:** October 15, Philadelphia; October 16, Buffalo; October 17, Chicago; October 18, Omaha; October 19, Minneapolis; October 21, Bozeman, Mont.; Ore.; October 26, Denver; October 28, Kansas City; October 29, Oklahoma City; October 31, Memphis; November 1, St. Louis; November 2, Cincinnati; November 4, Atlanta, Ga.

For the purpose of getting the advice of the trade, on the oat standards, we have proposed to divide oats into three classes: White, red and mixed. You may be interested, in order that you may think over it until the printed form gets into your hands, if I should read the definition of these various classes. [Reads.]

### PROPOSED STANDARDS FOR OATS

For the purposes of the official grain standards of the United States for oats:

Section 1. Oats.—Any grain which contains more than 10 per cent of grain of a kind or kinds other than oats, or which contains more than 40 per cent of all matter other than oats including oat hulls and oat clippings, shall not be classified as oats. The term "oats" in these standards shall not include wild oats.

Sec. 2. Basis of determinations.—All determinations shall be upon the basis of the grain including cereal grains, foreign material and wild oats.

Sec. 3. Percentages.—Percentages, except in the case of moisture, shall be percentages ascertained by weight.

Sec. 4. Percentages of moisture.—Percentages of moisture in oats shall be ascertained by the moisture tester and the method of use thereof described in Circular No. 72, and supplement thereto, issued by the United States Department of Agriculture, Bureau of Plant Industry, except that the graduated measuring cylinder used shall be that described in Department of Agriculture Bulletin No. 56; or such percentage shall be ascertained by any device and method giving equivalent results.

Sec. 5. Test weight per bushel.—Test weight per bushel shall be the weight per Winchester bushel as determined by the testing apparatus and the method of use thereof described in Bulletin No. 472, dated October 30, 1916, issued by the United States Department of Agriculture, or as determined by any device and method giving equivalent results. The test



weight per bushel so determined shall be stated in terms of whole pounds, omitting fractions of a pound, and shall be added to the grade designation.

Sec. 6. Foreign material.—Foreign material shall be all matter other than oats, cereal grains and wild oats, and shall include oat hulls and oat clippings.

Sec. 7. Cereal grains.—Cereal grains shall include wheat, corn, rye, barley, emmer, spelt, einkorn, grain sorghums and rice, only; and shall not include buckwheat, flaxseed and wild oats.

Sec. 8. Heat damaged kernels.—Heat damaged kernels shall be kernels and pieces of kernels of oats which have been distinctly discolored by external heat or as a result of heating caused by fermentation.

Sec. 9. Bleached oats.—Bleached oats shall be oats which have been treated by the use of sulphurous acid or other chemicals for the purpose of bleaching.

Sec. 10. Clipped oats.—Clipped oats shall be oats of which 50 per cent or more have been clipped.

## Classes of Oats

Sec. 11. Classes of oats.—Oats shall be divided into classes as follows:

### Class I. White Oats

This class shall include all white and yellow oats, and may include not more than 10 per cent of oats and wild oats of other colors, either singly or in any combination.

### Class II. Red Oats

This class shall include all red or red rust-proof oats, and may include not more than 10 per cent of oats and wild oats of other colors, either singly or in any combination.

### Class III. Mixed Oats.

This class shall include grain coming within the definition of oats consisting of oats of any color, any mixture of oats of different colors, and any mixture of oats and wild oats of different colors, not provided for in Classes I and II.

Sec. 12. See tabulated and abridged table.

we would like to have you think it over in the meantime. [Applause.]

Mr. Rumsey: May I ask whether it would still be permissible to deal in private brands of oats?

Mr. Livingston: That may involve an interpretation of what is grade. You are dealing in private brands as long as you are not dealing in grade.

Mr. Rumsey: If you use private brands without calling it a grade, it is permissible?

Mr. Livingston: It is not a question of whether you call it a grade or not. It is a question of fact, whether it is a grade. That is, the act prohibits the use of any grades other than those established in the Standards Act.

Mr. Forbell: The use of numerals covers that, doesn't it?

Mr. Livingston: That is a question on which the court has not yet ruled. That is rather a case of construction. The numeral is undoubtedly a part of the grade designation.

George Bissell (Central City, Neb.): I think it is unfortunate that the term "sample" is used, because the trade has become used to that term with reference to sale by sample.

Mr. Livingston: What is your suggestion?

Mr. Bissell: Why, the old term that we always had before in "no grade"; that means no established grade. It is very unfortunate that the Government used that word "Sample," I think. That would also apply, and still applies, to grade by sample. "No grade" would be in, in my view of it, very much better.

Mr. Riley: On that very question, I fully agree with this gentleman's designation, or suggestion of a designation. It seems to me if that designation should be changed so as to make it "no established grade," then it qualifies itself, and the man who buys it would be of dense ignorance if he would permit a delivery without a specification as to what it was. Of course, as it is now, "sample" covers a multitude of

obtain conditions favorable to selfish interests and that we have full confidence in the integrity of each member of the Committee, and that we hereby pledge them our full support.

I move the adoption of that resolution. [Motion seconded by Mr. Scott and carried.]

## Committee on Merchant Marine.

Whereas: The great activity and colossal effort of the Government made necessary by the war, has resulted in the production of a very large fleet of merchant ships, now wholly used for the transportation of troops and their supplies, and such service will be no longer required after the war, the great opportunity to extend the commerce of this country will have presented itself, therefore be it

Resolved: That we endorse and will encourage by every available means, the utilization of the fleet of more than 3,000 ships with their carrying capacity of more than 25,000,000 tons, and that the grain trade of the United States may render competent and effective service along this line, be it

Resolved: That a committee of three strong and forceful men be appointed by the president of the Association to be known as a "Committee on Merchant Marine" to investigate conditions and cooperate with other like committees and organizations and be ever ready to confer and co-operate with the United States Shipping Board to the end that this Association and the grain trade of the United States may be helpful after the war as it has ever been faithful and patriotic during the war.

I move the adoption of that resolution. [Motion seconded by Mr. Scott and carried.]

## Excessive Railroad Charges.

Whereas: The railroads are attempting to place upon the people in addition to the heavy advance in freight rates, in some cases reaching from 35 to 50 per cent increase on coarse grain in the form of reconsigning charges, and are placing cars on hold tracks on their own volition and when requested to place at elevator or mill industries, claim this as a reconsignment, and

Whereas: The Transportation Committee of our Association has and is contesting this which we claim is an unreasonable and unnecessary burden upon the traffic,

Resolved: That we commend, endorse, and approve the said action on the part of our Transportation Committee in contesting this charge and hereby request the Committee to continue the fight, believing the recent heavy advance in freight rates should and will take care of all reasonable service on the part of the carriers.

I move the adoption of that resolution, Mr. President. [Motion duly seconded and carried.]

## Pledge to Save Paper.

Whereas: The War Industries Board has brought to our attention the very important matter of the conservation of paper, by the following communication and recommendation:

"DON'T WASTE PAPER. PAPER IS

ESSENTIAL: It has been placed on the priority list only on the express condition that all wastes be eliminated and every economy be practiced. In doing this the Government will use its best efforts to provide sufficient paper for strictly needful purposes but nothing more. Every distributor, converter or user of paper is hereby notified that the continuance of his supply is dependent strictly upon his observance of the rulings of the War Industries Board, one of which is that paper must not be wasted. Failure to comply with this requirement will lead to the withdrawal of any or all priority privileges, without which the supply cannot be maintained.

## Seven Reasons Why Paper Must Not Be Wasted.

1. The Government's requirements for all kinds of paper are increasing rapidly and must be supplied.
2. Paper requires a large amount of fuel which is essential for war purposes. A pound of paper wasted represents from one to three pounds of coal wasted.
3. Paper contains valuable chemicals necessary for war purposes. Economy in the use of paper will release a large quantity of these materials for making ammunition or poisonous gases.
4. Paper making requires both labor and capital, both of which are needed in war service.
5. Paper making requires transportation space. Economy in the use of paper will release thousands of freight cars for war purposes.
6. Greater care in the purchase and use of paper will save money. Your savings will help finance the war.
7. Strictest economy in the use of paper will prevent shortage."

Resolved: That we heartily and fully endorse the statement and sentiment expressed and pledge ourselves individually and as an Association to assist in the accomplishment of the greatest possible sav-

Tabulation of Proposed Grade Requirements for Oats—All Classes  
(Section 12 tabulated and arranged)

Grade	Condition and general appearance	Moisture content not to exceed	Minimum weight per bushel	May contain not to exceed					
				Total damaged	Heat damaged	Foreign material	Cereal grains	Wild oats	Oats and/or wild oats of other colors
		Per cent	Pounds	Per cent	Per cent	Per cent	Per cent	Per cent	Per cent
1	Shall be cool, and sweet and bright or of natural lustre .....	14	32	2	0.1	0.5	1	1	2
2	Shall be cool and sweet, not stained or discolored .....	14	30	4	0.2	1	2	2	5†
3	Shall be cool and sweet, may be slightly stained or discolored .....	14	28	7	0.5	2	3	3	10
4	Shall be cool and sweet..	15	26	10	2	3	5	5	10
5	Shall be cool, may be musty or sour.....	16	24	25	5	5	10	10	10
Sample Grade*									

\*Sample Grade—Shall be oats of the class white, red, or mixed, respectively, which do not come within the requirements of any of the grades from No. 1 to No. 5 inclusive, or which have any commercially objectionable foreign odor, or are heating, hot, infested with live weevils or other insects injurious to stored grain, or are otherwise of distinctly low quality.

†Ten per cent allowed in red oats.

Sec. 13. Grades for clipped oats.—Clipped oats shall be graded and designated according to the grade requirements of the standards applicable to such oats if they were not clipped, and there shall be added to, and made a part of, the grade designation the word "clipped."

Sec. 14. Grades for bleached oats.—Bleached oats shall be graded and designated according to the grade requirements of the standards applicable to such oats if they were not bleached, and there shall be added to, and made a part of, the grade designation the word "bleached."

A Member: Have you a lower grade than No. 5?

Mr. Livingston: Sample grade.

A Member: Have you a No. 1 red?

Mr. Livingston: Yes, sir. The grade requirements which I have just read apply to all classes, red oats, white oats and mixed oats, as well as clipped oats.

There is one other thing I think I should mention, and that is that we are expecting, under a tentative scheme, to require a statement of the different weight per bushel on every certificate, in order to take care of the heavy oats. For instance, we might have a car of No. 3 white oats, test weight 34 pounds. We think that that scheme will also take care of the important factor of test weight in the case of clipped oats. The tabulation will be very simple, because it will all work nicely on one sheet.

I will expect all of you to avail yourselves of the opportunity to give us suggestions on these standards, either at the several hearings announced or by mail.

There is one other point I think I should mention, and that is that we expect also to ask you at the hearing whether the trade prefers that the Department make these grades effective the beginning of the next crop, or whether they prefer to have us formulate the standard definitely and promulgate them, and allow the trade a year to adjust conditions to the new standards before we assume to supervise them. That is a question we want to discuss at the hearing, and

sins. In fact, it means everything that is not provided for in grades above it. So let us have it "no grade." [Applause.]

Mr. Sager, Chicago: The Committee has made one suggestion which I think this Association should go on record as endorsing, relative to the request that the authorities, if they make changes, due notice should be given the trade and due opportunity for them to dispose of grain that had been bought on a previous construction of the rule, and I therefore move you that that recommendation receive the special endorsement of this Grain Dealers National Association, and that it be sent as our request to the authorities at Washington. [Motion carried.]

The President: The next in order is the report of the Auditing Committee, Mr. J. L. King, chairman. He is not here, and we will pass that for the moment, and if the chairman of the Committee on Resolutions is ready to report, we will hear from him. [Mr. Green read the following.]

## RESOLUTIONS

Whereas: The United States Food Administration has extended to the grain trade the privilege of appointing an Advisory Committee to confer with the Grain Corporation in formulating and promulgating the regulation relating to the handling and distribution of grain as provided by the Food Control Act, and that such Committee having been appointed by the organizations representing the different branches of the Grain Trade which Committee composed of 12 members has accordingly participated in such conferences with the Grain Corporation at various times since appointed:

Resolved: That the grain trade here assembled express its sincere appreciation of the courtesy thus extended by the Food Administration to the grain trade and the desire that such Committee shall act with a true spirit of patriotism and that all recommendations of the Advisory Committee be based upon the idea of service to our country rather than to



ing of paper by the curtailment of our requirements and otherwise. [The resolution was adopted.]

#### Appreciation of Entertainment.

Whereas: We, the visiting members and friends entertained by the city of Milwaukee, the Grain Exchange, the City of Milwaukee, the Grain Exchange, the Committees and all others that have had to do with the convention, making our stay so pleasant we are loath to leave;

Be it Resolved: That we take this method of expressing, though in a feeble way, our appreciation of the courtesies and real entertainment of all our people and our ladies, join in this expression of appreciation for the splendid attention, elegant and royal entertainment, especially designed to make this visit one long to be remembered.

I move the adoption of that resolution. [Motion duly seconded and carried.]

**Mr. Green:** Now, Mr. President, since these resolutions were prepared, my attention has been called to the fact that notwithstanding all that has been said in these meetings here for three days in this city, the press is out today that the grain men favor peace. I am sorry I did not know it sooner. Any newspaper that will print such stuff as that after what we have been doing here is either a knave or a fool. This grain trade is behind this war to a finish, and I don't think it is necessary for us to resolve anything about it. [Applause.]

**The President:** We will now have the report of the Auditing Committee. Mr. Hutchinson will read the report for the chairman, Mr. James L. King of Philadelphia.

#### REPORT OF AUDITING COMMITTEE

The undersigned members of the Auditing Committee desire to report that they have examined the accounts of the secretary and treasurer, and have compared the records of the receipts and expenditures together with the bank balance, and find the accounts of the Association to be correct and in a satisfactory condition.

We desire to commend the secretary and treasurer and his assistants for the complete and simple method of bookkeeping, and the plain record of all transactions.

**The President:** The next in order is the report of the Committee on Nominations. Mr. C. T. Doorty is chairman of this committee.

**Mr. Wayne:** I am one of the members of that committee, but the chairman has the report and I have not seen him this morning. I have a copy of the report I can give you if you wish it.

**The President:** Very well, we will receive it at this time.

#### REPORT OF COMMITTEE ON NOMINATIONS

**Mr. Wayne:** The Committee on Nominations beg leave to offer the following report: For President, P. E. Goodrich of Winchester, Ind.

For 1st Vice-President, H. I. Baldwin, of Decatur, Illinois.

For 2nd Vice-President, H. E. Botsford of Detroit, Mich.

For Directors: J. W. McCord of Ohio,  
Elmer Hutchinson of Indiana,  
Victor Dewein of Illinois,  
John Green of Kentucky,  
H. T. Burns of Buffalo, N. Y.  
H. G. Clemons of Oklahoma,  
A. L. Scott of Kansas,  
S. W. Wilder of Iowa,  
W. T. Hales, Jr., of Nashville, Tenn.,  
W. M. Purdy of Texas,  
T. J. Hubbard of Michigan,  
Mr. Armstrong of Seattle, Wash.

The last two are for one year.

[The report was accepted by unanimous vote.]

**Mr. Wayne:** Mr. President, the Committee on Nominations wishes to reconsider the vote on the directors. As I said before, the Committee met hurriedly last evening before the banquet. The chairman was very busy, and he rushed the thing through and the matter of names was left largely to my memory, in my case. I tried to jot them down. Since the election, I recall the name of E. M. Combs of Chicago as being one of the men mentioned as director from Chicago to take Mr. J. J. Stream's place. So I wish to move to reconsider the vote on the directors and add Mr. Combs' name as a director.

[Motion seconded by Mr. Scott and carried by unanimous vote.]

C. B. Riley read an address by Carl Sims describing the operation of state food administrations as applied in Indiana. L. G. Metcalf gave a touching tribute to the memory of T. G. Moore of Fort Worth, Texas, and P. E. Goodrich honored the memory of Tom Morrison of Kokomo, Ind.

President-elect Goodrich, on his induction into office, made a direct and sincere talk in which he pledged his best efforts on behalf of the Association. Retiring President Eikenberry upheld his reputation as a thinker and an orator in his valedictory remarks. These, with other omissions, will be found in the official report sent out from the office of the secretary.

The prize winners in the booster contest were presented with beautiful gifts by Secretary Quinn. The Pacific Northwest Grain Dealers Association was ad-



COL. J. H. BEUSSE, ATHENS, GA.  
Who Broke the Booster Record.

mitted to membership, and a fully equipped traveling bag was presented to President Eikenberry by Mr. McCord.

#### Entertainment

Milwaukee made many warm friends among both men and women during the convention. While there was little ostentation in the form of entertainment, the warm hospitality and friendliness extended from every host and hostess will long be remembered.

The delegates and their ladies thoroughly enjoyed the play "Friendly Enemies" on Monday evening. In the afternoon the ladies were taken on an extended automobile ride and on Tuesday afternoon were given a reception at the Wisconsin Club during which they were entertained by dances by Miss Viola Esser, songs by Miss Elsa Bloedel, plantation songs and stories by Mrs. Catherine Pannell Mead, and orchestra music. The hostesses were Mrs. A. N. Triese, chairman; and Mesdames F. D. Bell, E. La Budde, L. C. Bournique, J. J. Crandall, Charles E. Dingwell, Lawrence Donahue, P. P. Donahue, J. M. Hackler, Walter C. Holstein, Stuart Hyde, P. C. Kamm, G. W. Kruse, Charles R. Lull, John Manning, J. A. Mander, D. G. Owen, H. A. Plumb, Hugo Stolley, H. M. Stratton, A. R. Templeton, Harold Templeton, and Misses Betty Friese, Gene Plumb, and Nellie Rankin.

While the men were banqueting at the Schlitz, the ladies were given a delightful dinner and theater party a large block of seats at the Majestic Theater



DEPARTING FOR THE WISCONSIN CLUB

having been reserved. Each night there was dancing till a late hour at the Hotel Wisconsin. Every woman present had a delightful three days.

#### Banquet Session

On Tuesday evening the delegates were entertained at a banquet, tendered by the Milwaukee Chamber of Commerce, at the Schlitz Palm Garden. The dinner was enlivened with orchestra music and mass singing led by Frederick Carberry. When the excellent repast was concluded, Herman W. Ladish, president of the Chamber of Commerce and toastmaster for the occasion, in a few well chosen words introduced the guest of honor and principal speaker, Frank B. Carvell, Minister of Public Works in the Canadian Cabinet.

Mr. Carvell, in a stirring address which called forth frequent bursts of applause, described the part that Canada has taken in the world's war since the beginning of hostilities. He told of the wonderful response which Canadian manhood made to the voluntary enlistment plan and the record those troops have made in France. Four complete divisions are kept at the front and they are equipped, fed and armed entirely by Canada. The total enrollment in these divisions to date has been over 450,000 men.

The financial response which the Dominion has made is no less stimulating and worthy of emulation. Canada is not a rich manufacturing country like the United States or England, and its population is about 10,000,000, and yet she has cheerfully raised a billion dollars for the war and is ready to keep on raising money and men until the aims of the Allies have been secured.

Mr. Carvell paid a warm tribute to the wonderful work of the French and British people, and of the United States he said:

"I do not say we could not have won without your assistance, but I have not the slightest hesitation in saying your assistance has made victory absolutely certain."

"America has built the greatest war machine in the history of the world in the shortest time ever given to build such a machine. The enemy knew that in order to win he had to end the war before the United States entered. He knows now that he cannot win with the great American army, the French army and the British army on the field."

He spoke of the great British and American navies that had succeeded in keeping the sea lanes open in spite of the treacherous submarines, and of the latter he said: "The German submarine is no longer a menace, it is simply a nuisance."

Speaking of the Austrian peace drive, Mr. Carvell said: "It isn't safe to argue with a rattlesnake. Kill it first and argue with it afterward."

"The United States needed just one-half hour to tell the kaiser what they thought of the Austrian peace plea. The real answer was given on the battlefield, however."

"Due to the big drive, there will be no Hindenburg Line two weeks from today. The drive now going on in Turkey means there will be no Turkish army within three or four weeks. But the greatest answer will be given when the United States starts its new Liberty Loan next Saturday."

When the cheers that were given to Mr. Carvell had subsided, Toastmaster Ladish held up two ears of white corn which had been donated by the Gilbert Grain Company of Gilbert, Iowa, to be auctioned off for the benefit of the Red Cross. Bert Boyd of Indianapolis was appointed auctioneer with the privilege of making his own rules.

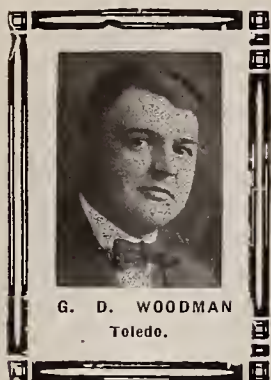
Mr. Boyd announced that every bid would be collected whether the bidder got the corn or not, with the proviso, however, that if one person made more than one bid only the highest would be considered. Bids ranged from \$10 to \$500, one ear of corn going to the Detroit Board of Trade and the other to Jesse Young of Toledo for the last named sum. The entire amount collected on the auction was \$4,060.

Mr. Carberry, with the lights dimmed and a spotlight on the American flag, sang the official song of the 4th Liberty Loan, "Your Boy and Mine," accompanied on the piano by the composer.

W. A. Hayes of Milwaukee made a patriotic address, beginning with a history of wheat, and following with an historical account of the progress of American institutions from the time of the earliest colonies. He drew attention to a remark made by Bismarck who said, in explaining the haste of Germany to conclude terms of peace at the end of the Franco-Prussian War, that their concern was that England would intervene, but principally because they feared that the United States would rally to the support of France out of sympathy with her principles of Democracy. Thus forecasting 50 years ago, the important part that America has now taken in the present war.

The evening closed with an announcement by Lee Metcalf that the Board of Directors of the Association had subscribed \$5,000 to purchase bonds of the Fourth Liberty Loan.



G. D. WOODMAN  
Toledo.

# NEWS OF THE TERMINAL MARKETS

H. H. PETERSON  
Milwaukee.

## EARLY DELIVERIES

An amendment to the rules of the Chicago Board of Trade making grain in car lots on track deliverable at any time during the month in case of emergency was recently adopted by vote of 265 to 172, leaving a majority of 93 votes in its favor.

## ELECTION AT MINNEAPOLIS

Election of officers on the Minneapolis Chamber of Commerce, Minneapolis, Minn., took place October 3, resulting as follows: C. W. Case, president; B. F. Benson, vice-president. Directors for two years: A. C. Andrews, H. S. Helm, J. H. McMillan, Asher Howard, Thornton W. Hall. Directors for one year: F. C. Van Dusen and S. J. McCaull. Members of the Board of Arbitration for two years: C. E. Lockerby and J. R. Stewart. Members of the Board of Appeals for two years: J. H. Riheldaffer and H. G. Dickey.

## NEW OFFICERS FOR WINNIPEG GRAIN EXCHANGE

At the annual meeting of the Winnipeg Grain Exchange the following officers were elected: Fred J. Anderson of the British Grain Company, president; J. E. Botterill of Baird & Botterill, vice-president; Dr. Robert Magill, secretary-treasurer. In his annual address, retiring president W. R. Bawlf said the producers of Western Canada had prepared and seeded a greatly increased acreage and with the bumper crop in the United States there would be no danger of famine among the allied communities this year.

## BOOSTS TOLEDO

At the big meeting of the Grain Dealers National Association at Milwaukee, Wis., there were seen very many prominent grain men from the various terminal markets of the country and each one loyal to his own particular exchange. Jesse W. Young of the Young Grain Company of Toledo, Ohio, was very enthusiastic over the present status of the Toledo market and its possibilities for the future. As evidence of its growth he said that in the month of August there was handled at Toledo, 4,500,000 bushels of grain as compared with a total of about 9,000,000 bushels for each year of 1911 and 1912. This remarkable growth was due, he said, to the new up-to-date methods of grain handling at Toledo, and the energy, enterprise and service provided by its grain men.

## HEDGING RESTRICTIONS

On October 5 John R. Mauff, secretary of the Chicago Board of Trade, published the following as governing trading:

"A holder of a food license who is long the current month must have an absolute legitimate need for products, otherwise he will be in violation of the food control law. Commodities cannot be carried for speculative purposes for the current month. The time allotted for holding the cash article is not beyond 60-day requirements for feeders; a reasonable amount of grain for manufacturing purposes may be held a reasonable time, and products carried for actual necessities will only be permitted.

"For the short seller holding Food Administration license, it is advisable to liquidate by buying in the short contracts unless he has sold for future delivery as a "hedge" in this market, and that he makes provision at a reasonably safe time before the end of the month.

"Futures now sold, and later in the month the cash

commodity bought for the purpose of applying against the above sale would be considered speculative—hence a violation of the law.

"In other words, the fact that you are a holder of a Federal License does not mean that you can stand short of futures of the current month unless you have the grain to deliver on said sales, either in store here or in store at points sufficiently accessible to this market to permit of same being shipped here in ample time to apply on your sales."

## JOHN M. FOGLESONG

To be hit on the head with a piece of shrapnel and gassed in the big German offensive at Chateau Thierry is an unpleasant experience to say the least. One is fortunate to survive. The many friends in Illinois of John M. Foglesong therefore gave him an enthusiastic welcome on his return from the war



JOHN M. FOGLESONG

zone and renewing his acquaintance with them as representative of the well known grain commission firm of C. H. Thayer & Co. of Chicago.

Mr. Foglesong's forefathers came to this country from Holland in 1636 and settled on Manhattan Island. Some of these had been engaged in every war our country has fought since that time and when the present conflict came on Mr. Foglesong felt that he must enter it in some capacity or other. Not being able financially to go to the army for the duration of the war he decided to go over with the Y. M. C. A., and he but recently returned from an eight months' service in France. He was given the position of Divisional Business Secretary and had charge of the purchase and distribution of all canteen supplies, the collection and disbursing of all funds, the construction of all huts and buildings in his division. In addition, he had charge of the Educational Department, the Athletic Department and the Motor Transportation Department. He also served at the front with the usual interesting though harrowing experiences and had some very narrow escapes, including those noted at the beginning of this article.

Previous to entering the service, Mr. Foglesong had been for almost 10 years representing the Cleveland Grain Company of Cleveland, Ohio, in Illinois. He was born and educated in Virginia, and is known as one of the most energetic and hardest working of the men engaged in this branch of the grain business.

## RULE FOR SMUTTY WHEAT

The announcement is made at Philadelphia by the Food Administration Grain Corporation that the Corporation will accept slightly smutty wheat which grades No. 1, No. 2 and No. 3 red smutty at 2 cents discount under regular grade without smutty notation instead of 2 cents as heretofore.

## EUROPE TO MAKE PRICE

"The trade is satisfied that the war is won, and is bearish on grain. How great a demand will come to feed Europe, the first few months after the war ends, is the question upon which price levels will depend."—*Simons, Day & Co., Chicago. Late October letter.*

## A. STAMFORD WHITE ILL

The many friends and admirers of A. Stamford White, president of the Chicago Board of Trade and prominent grain merchant, will be pained to learn that he is seriously ill with pneumonia at his home, 5217 University Avenue, Chicago. The attack was preceded by Spanish influenza and has lasted about a week.

## CURTAINS WEEKLY PRIVILEGES

The Board of Directors of the Chicago Board of Trade made the following ruling early in October:

Trading in bids and offers made subject to deferred acceptance in October commodities will cease from date. This prohibition against such trading in current month commodities shall apply until further notice, beginning first day of each month. Weekly privileges must not be permitted to overlap into the current month, but should terminate with the final date of the preceding month, regardless of the day of the week.

## BUY FOURTH LIBERTY BONDS

"Don't fall for the Kaiser's peace offensive," says Our Boy Solomon of Toledo, Ohio. "His sword has failed to win victory. Shall his pen succeed? He is trying to slow up the sale of Liberty Bonds, to slow up our munition workers and ship builders, to make our soldiers overconfident and careless. He wants to split the Allies. He is encouraging the pacifists, pro-Germans and I. W. W.'s. Go back to your own soil, Kaiser Bill, and lay down your arms if you sincerely want peace. Get off the throne and make the Reichstag the ruling power in Germany. Give the people a chance. America! Speed up!"

## CHANGES IN MEMBERSHIP

*Baltimore.*—Jas. W. Kelly, Wm. DeFord Hauer and Alfred Ettlinger have been granted memberships in the Chamber of Commerce, while the memberships of John L. Hayes and Jas. W. Barker have been transferred. Reported by Secretary Jas. B. Hessong.

*Chicago.*—The following were elected to membership on the Board of Trade during the month of September: Chas. S. Bentley, Robt. B. McClean, Frank S. Hughes, W. H. Hubbard and Abner J. Wilson. The memberships of John Anderson, H. J. Pollak, Chas. J. Moore, M. R. Rothschild and M. E. DeWolf have been transferred. Reported by Secretary John R. Mauff.

*Cincinnati.*—The Dorsel Grain Company has taken out a membership in the Grain & Hay Exchange. Reported by S. S. Reeves, executive secretary.

*Duluth.*—Membership on the Board of Trade has been granted to John T. Culhane. The following have had their memberships on the Exchange trans-



ferred: R. R. Ebner and Guy E. Warren. Reported by Secretary Chas. F. Macdonald.

*Milwaukee.*—Ervin E. Kinkel, Gardiner B. Van Ness, Wm. P. Broughton, C. Kanowsky, Franklin B. Kelchner and Herbert B. Courteen are new members of the Chamber of Commerce.

## FUTURE TRADING IN BARLEY

The Duluth Board of Trade of Duluth, Minn., is completing arrangements for trading in contracts for future delivery of barley. It is proposed that the contract grade shall call for barley to be sound and sweet, weighing 47 pounds to the measured bushel, containing not more than 3 per cent of wild oats, and 2 per cent of other foreign material. The grading will be done by the Duluth Board of Trade Sampling Bureau.

## "FOLLOW UP" LETTERS

Pope & Eckhardt Company of Chicago say in late October letter:

"Latest information direct from the Grain Control Committee is that permits have been granted covering all requests for coarse grains up to this date. Permits were granted today to load and ship wheat covering practically all the territory tributary to this market, except Iowa and Northwest States. If delays in any cases except for wheat are beyond the usual time, 'follow up' by new requests for permits and write us the particulars. All requests for permits must be filed with, and be forwarded by your railroad agent."

## THE READJUSTMENT IN VALUES

"A re-adjustment in values of corn has taken place due to the anticipation of an early cessation of hostilities abroad and the flattening out of the demand. Feeders, however, seem secure in their position as the Food Administration have committed themselves to high-priced hogs, and hog product should be in exceptionally good demand long after the termination of the war. There is, however, little comfort in the present situation for those who have held on to their old corn and watched the war-time prices fade to a near-peace basis, with little indications of any unusual recovery, as there is a fairly liberal amount of the previous crop to come forward in addition to the present large crop of good merchantable quality.

"Oats are apparently in much the same position as corn, but may meet with a much better request after the Hun bandits are whipped, as oats will be needed in goodly quantities to give relief to the suffering humanity abroad, especially those countries which have been isolated from outside relief so long."—Thomas E. Moran, with E. Lowitz & Co., in letter of October 12.

## PEACE MEANS RECONSTRUCTION

The grain world has evidently decided that peace is at hand and reconstructed grain levels are necessary. War means the iron necessity of material possessions. This ferments preposterous appreciation. Peace means reconstruction, reduced national finances, labor liquidation, indifference as to possession. The possible peace food relief of mid and East Europe savors of a relief campaign that requests moderate costs.

Some critics believe that the 200,000,000 or 300,000,000 wheat surpluses in India and Australia will meet the huge peace demand in mid and eastern Europe. The Northern corn crop covering the six states that feed Chicago looms up near a record at 1.292 millions, versus 1.368, 1.123, 1.176, 1.164, 1.105 and 1.386 in the 1913-18 period. The Southwest has the smallest corn crop in many years, 457,000,000 for Texas, Oklahoma, Kansas, Nebraska, Missouri, versus 739, 575, 854, 593, 481, in the 1917-13 period. Cash men point out that December corn represents No. 4 mixed corn, and most of late December receipts may be contract or above. That No. 4 corn as a merchandising affair is novel.

Basis of 13 to 1, \$1.20 for No. 2 corn might represent the 15½ cent hog. This might suggest No. 4 corn at a contract parity around 110 to 115. The

final winter hog price, however, appears to lie in abeyance, subject to any changed conditions that may overtake the food and feed world. As an October feature, the large primary corn receipts certainly command mathematical attention. Over 9,000,000 in 10 days. As feeds, the 1918 total oats and barley crops equal 1.771 millions against the former record of 1.795 in 1917.—E. W. Wagner & Co., Chicago, Ill. Late October letter.

## APPLICATIONS FOR SHIPPING PERMITS

The Grain Control Committee of the Kansas City Board of Trade has sent out the following additional suggestions as to shipping permits:

1. If you are able to make any other disposition of the grain for which you have asked for a permit to ship to Kansas City or for any other reason the permit is not desired, please advise the Grain Control Committee immediately, always referring to the application number advice of which has been furnished you. In the absence of advice of cancellation, applications will be considered in their turn until issued.

2. Where permit for different kinds of grain is desired, make a separate application for each kind of grain. This will avoid the necessity of holding up an application that could be granted or else granting one and striking out the other, necessitating a new application with all its delay and bother.

3. Be sure that your application is for permission to ship a certain number of cars and not a certain number of bushels.

4. There has been considerable confusion by reason of the fact that some of the markets have been allowing applications to be filed by consignees. It has now been definitely ruled and all markets in the West have been instructed that the application must be made by the shipper, must be filed with the local agent at the point of origin and must be forwarded by the agent to Grain Control Committee at Kansas City. Applications handled in any other manner will not be considered.

5. We have heard of several instances where agents have refused to forward the permits because they had not been allowed postage for the purpose. Pending an adjustment in this matter we would suggest that it would be wise for applicants to ask the agent to put his stamp on the application and put it in a station envelope and the applicant attach the proper postage.

## TERMINAL NOTES

The Wood River Grain Company has absorbed the business of Jos. Waner of Winnipeg, Man.

The Winnipeg Grain Exchange subscribed \$250,000 to the new Victory Bond issue.

The Province Grain Company, Ltd., of Winnipeg, Man., has sold its business to J. B. Gibson.

Fred J. Case has left Jas. E. Bennett & Co. of Chicago to go with E. Lowitz & Co.

The Halliday Elevator Company of Cairo, Ill., now has 17 stars on its service flag.

S. M. Pailing of the Pailing Grain Company of Omaha, Neb., has enlisted in the naval aviation service.

R. W. McKinnon of Thompson & McKinnon of Chicago has joined the Food Administration and is now located in Washington, D. C.

W. H. Noyes, for some time past with W. H. Colvin & Co. of Chicago, Ill., became associated with Lamson Bros. & Co. on October 1.

C. B. Wright, for the past two years, Federal Grain Supervisor at Galveston, Texas, has been transferred to St. Louis, Mo.

The new president of the Fort William Grain Exchange is George A. Goslett; vice-president, N. M. Patterson; secretary-treasurer, E. Birkett.

The Rothschild-Powell Grain Company has been organized at Omaha, Neb., to do a general grain business with offices at 224 Grain Exchange Building. The principals of the new company are Sig-

mund Rothschild, grain merchant of Houston, Tex., and Warren Powell, who has been associated with the Omaha office of the Armour Grain Company.

L. L. Winters of Hulburt, Warren & Chandler, Chicago, Ill., was awarded second prize for war gardens in his district at Highland Park, Ill.

Thomas E. Moran, for the past two years chief road man for E. Lowitz & Co. of Chicago is now manager of the 'Cash Grain' Department for the firm.

The Peter Jasen Company, Ltd., of Winnipeg, Man., has made application for permission to change its name to the Liberty Grain Company, Ltd.

Edward F. Dennis, formerly chief hay inspector of the Cincinnati Chamber of Commerce, is now traveling for the Van Leunen Company of Cincinnati.

A. F. Gumphrey was recently elected financial manager of the St. Paul Grain Exchange, and J. F. O'Meara was elected secretary to succeed B. J. Loague.

John W. Snyder of Baltimore, Md., represented the Baltimore Chamber of Commerce at the Atlantic Deeper Waterways Convention held at Boston, Mass., September 24-27.

D. B. Jones, until recently with the Kansas City office of Ware & Leland of Chicago, has become local manager at Kansas City for James E. Bennett & Co. of Chicago, Ill.

C. E. Carpenter, traveling representative for the Cedar Rapids Grain Company of Cedar Rapids, Iowa, has just removed his headquarters from Sioux Falls, S. D., to Cedar Rapids.

Cecil E. Munn has moved from Oklahoma City, Okla., to Fort Worth, Texas, where he has established a grain brokerage business with offices in the First National Bank Building.

Lieut.-Colonel B. G. Winans, director of the Central Grain Company, Winnipeg, has been made vice-president of the Dominion Loan & Securities Company, of Winnipeg, Man.

L. F. Minsel, operating grain elevators and warehouses at New Haven, and Maples, Ind., has moved his headquarters to Ft. Wayne, Ind., where he has offices in room 19 North American Building.

The Stevens-Crosby Company of Boston, Mass., has been incorporated to buy, store and export grain, flour and feed. The capital stock is \$25,000 and directors are: Wm. S. Crosby, Sumner Crosby, John E. Stevens.

Edward H. Hazenwinkle, recently manager of the St. Louis branch of E. Lowitz & Co. of Chicago, Ill., has been appointed assistant manager for the J. L. Fredericks Commission Company of St. Louis.

Alfred Daniels, 80 years of age, and for 30 years cashier for E. W. Bailey & Co., of Chicago, Ill., in a Liberty Loan campaign among the office force of that firm secured applications amounting to \$2,500 in 30 minutes.

The Moore Lawless Grain Company of Kansas City, Mo., has leased the Kansas Central Elevator at Leavenworth, Kan. It has a capacity of 175,000 bushels and will be remodeled and enlarged before being operated.

Frank J. Seidl, formerly with the Gould Grain Company of Minneapolis, Minn., has just started in general grain commission business on his own account with offices in 1019 Flour Exchange Building, Minneapolis, Minn.

Logan & Bryan of Chicago, Ill., recently had unloaded at a South Chicago grain elevator a car of wheat weighing 163,110 pounds, or 2,178 bushels and 30 pounds. It was regarded as the largest carload of wheat received, on record.

The Sawers Grain Company of 920 Postal Telegraph Building, Chicago, Ill., has distributed to its friends an atlas of the world war showing maps of all the nations engaged in the conflict; blockade conditions that arrayed the United States against Germany; continental and world maps giving national interrelations, world commerce routes and colonial



interests of warring nations as well as a chronological summary of the principal events of the great war from its inception to the present time with a general analysis of conditions and progress of the war.

The Pendleton Grain Company of St. Louis, Mo., has leased and is now operating the Illinois Central Elevator at Cairo, Ill. This firm has added greatly to its grain elevator facilities during the past few months.

P. J. Mullen, member of the Fort Worth Grain & Cotton Exchange of Fort Worth, Texas, and for some time connected with the Dazey-Moore Grain Company has entered the training school for infantry officers at Camp Pike, Ark.

Among the largest subscriptions for the Fourth Liberty Loan on the Merchants Exchange at St. Louis, Mo., was one of \$100,000 from the Langenberg Bros. Grain Company. Harry Langenberg of this firm took \$50,000 on his own account.

The directors of the Minneapolis Chamber of Commerce recently decided that sellers have a right to demand Minneapolis Exchange in payment of grain, and that they cannot be required to accept checks on banks outside the city.

Chicago's first car of new corn arrived October 8, from central Illinois, consigned to Lipsey & Co. It graded sample, tested 28 per cent moisture and sold at 86 cents. Last year the first car was received October 24 and inspected sample grade.

The members of the Merchants Exchange of St. Louis, Mo., adopted an amendment to the rules of the Exchange permitting the delivery of grain on contracts for future delivery in cars on track on any day of the delivery month, instead of only in the last six days as heretofore.

The Gifford-Mathews Company of Cedar Rapids, Iowa, has been incorporated to do a general grain business by Chas. R. Mathews, Wm. H. Mathews, Jr., of New Orleans, La., and L. W. Gifford of Cedar Rapids, Iowa. The business is being conducted under the management of Mr. Gifford.

A committee was recently appointed on the Chicago Board of Trade to serve the Board members in the difficult task of reviewing industrial deferment claims. The committee is composed of J. A. Bunnell, chairman; George E. Marcy, Adolph Kempner, W. H. Perrine, T. E. Cunningham.

V. E. Chambers, who has had 15 years experience in the wholesale grain business and since May, 1913, a member of the firm of E. T. Custenborder & Co. of Sidney, Ohio, in charge of their buying and selling, has engaged in the grain business on his own account at Sidney and will make a specialty of handling grain and hay in car load lots.

The *Winnipeg Telegram* has been purchased by Messrs. Davidson & Smith and their associates. Davidson & Smith are known throughout Canada as a large firm of grain dealers, who of late have acquired important newspaper publishing interests, their enterprises extending from the head of the lake to the Pacific Coast.

Members of the Chicago Board of Trade devote one minute at noon "on change" each day to silent prayer for victory for the Allies and a lasting peace. At the ringing of the bell at 12 o'clock all trading stops, messenger boys remain where they are and everything remains quiet. At the expiration of one minute business proceeds as usual.

H. C. Gammage and C. M. Woodward of Kansas City, Mo., went to the Milwaukee meeting of grain dealers via Minneapolis, Minn., at which place, in addition to business engagements, they spent a few days in lake fishing. They could give no accurate weight on the largest fish caught as it had no scales.

The city of Omaha is unusually proud of the Omaha Grain Exchange Home Guard Company composed of about 100 Exchange members and their employees. John T. Buchanan, secretary of the Omaha Elevator Company and a Spanish War vet-

eran, is captain of the company. L. L. Quimby of the Holmquist Elevator Company is first lieutenant and C. E. Hunter of Lamson Bros. & Co. is second lieutenant. The two lieutenants are veterans of the Spanish-American War.

The W. S. Nicholson Grain Company of Kansas City, Mo., received on September 17 a car of No. 3 white oats from Iowa in which the cars loaded 99,790 pounds. They write us that this was the largest load of oats they ever handled at the market and it would prove that the shipper complied with the Government request to load all cars as heavily as possible.

The Fourth Liberty Loan Committee to solicit subscriptions from the grain, flour and cereal mills of Buffalo, N. Y., has a quota set for it of \$1,500,000. The chairman is George E. Pierce and the other members are: C. A. Doorty, Fred E. Pond, Henry W. Hudson, U. M. Novak, J. J. Cunningham, Nesbit Grammer, E. T. Douglas, Geo. P. Urban, E. M.

## TRADE NOTES

William Spokes has become associated with the Mutual Fire Prevention Bureau of Oxford, Mich., and will give special attention to grain elevator hazards. Mr. Spokes was for many years owner of the Norvell Mills at Norvell, Mich., and is thoroughly acquainted with the fire hazards of mills and elevators.

The Portable Elevator Manufacturing Company of Bloomington, Ill., has just issued a very interesting and comprehensive catalog on its National Giant Farm Elevators. They are designed for loading cribs, are of the portable inside elevator type and are used by the grain elevator owner who augments his elevator storage with corn cribs.

Visitors at the Milwaukee meeting of the Grain Dealers National Association were very much interested in a full sized Bird Shipping Scale shown in the lobby of the Wisconsin Hotel. The scale weighs in the cupola of the elevator directly into cars. A working model of the Richardson Grain Separator was also shown in Room 151 by C. T. Thorbus and A. M. Nelson.

The Invincible Grain Cleaner Company of Silver Creek, N. Y., writes us under recent date as follows: "It has been brought to our attention that a report is being circulated to the effect that Mr. C. Wilkinson of Philadelphia, Pa., who has for the past several years represented the Invincible line in that section of the country, has severed his connection with us and taken a similar position with Sprout, Waldron & Co. of Muncy, Pa. This report is false. It is true that a Mr. Wilkinson has recently been added to the sales force of Sprout, Waldron & Co., but it is not Mr. C. Wilkinson who will still continue to represent us with headquarters at Philadelphia, Pa."

The United States Government recently lost and won, thanks to the Hun ruler, several good citizens. An honored name among the business and social interests of Chicago for many years past, has been that of William H. Kaiser, vice-president of the Weller Manufacturing Company, whose plant is located at 1856 North Kostner Avenue. The name, as far as Mr. Kaiser, his wife, son, brother and sister is concerned, is no more, the family hereafter, by permission of the Superior Court, to be known as Kent. We really feel like congratulating the former Mr. Kaiser on the change and it is unnecessary for us to predict that his new name will be maintained in the same high honor as was the case with its predecessor.

The meeting held late last month at Milwaukee, Wis., of the Grain Dealers National Association, was attended by an unusually large number of representatives of grain elevator manufacturing

Husted, Edgar B. Black, W. J. Heinold, Dudley M. Irwin, H. T. Burns, J. J. McKillen, John Olmsted.

The Bassett Grain Company, grain brokers with offices in the Knights of Pythias Building, Indianapolis, Ind., recently discontinued business by order of the Federal Food Administration at Indianapolis. Edward W. Bassett, president of the grain company, was at one time an influential grain dealer in Indianapolis. He was charged with doing business without a license.

E. A. Grubbs, prominent grain buyer and shipper of Greenville, Ohio, took with him to the Milwaukee meeting of the Grain Dealers National Association the new found knowledge that he was eligible to membership in the order of American Sons of the Revolution. He had just finished, with his wife, an Eastern trip during which he visited Frehold, N. J., where he learned that his great grandfather fought with the Colonies under General Waddell, against King George.

and building firms as well as furnishers of grain elevator supplies. They included: William H. Kent of the Weller Manufacturing Company of Chicago, Ill.; William Watson with S. Howes Company of Silver Creek, N. Y.; W. C. Polk of Polk, Genung, Polk Company, Chicago, Ill.; R. S. J. Carter representing Strong-Scott Manufacturing Company, Minneapolis, Minn.; Faie A. Hurd of Union Iron Works, Decatur, Ill.; H. R. Waite of Monarch Engineering Company, Buffalo, N. Y.; Chas. R. Decker of Milwaukee Bag Company, Milwaukee, Wis.; William Reed and William Spokes of the Mutual Fire Prevention Bureau of Oxford, Mich.; N. C. Webster and H. S. Matson of Richardson Scale Company, Chicago, Ill.; J. T. Caldwell of Millers National Insurance Company, Chicago, Ill.; Orrin Draver of Draver Bros., Richmond, Ind.

One of the best posted men in the grain trade is Frank I. King of C. A. King & Co., of Toledo, Ohio. Under the caption "Wanted, Grain Elevators," he has the following to say in one of the firm's recent special market reports: "Government is seeking grain storage. It needs it badly. Farmers need it. They must be accommodated when they have the time and disposition to sell. Fresh storage cannot be provided this season. Corn crop will soon move. Country elevators are full of wheat and oats, seeking an outlet. Exports are restricted by lack of tonnage. Government will need nearly 300 ships before January to merely move trucks, tanks, bombs and other supplies outside of soldiers and food. Everything else must step aside. It may cause some hardships. Blame the Kaiser and his bloody band of pirates. Think of the greater sacrifices the brave boys are making. They are risking their lives and everything. Terminal elevators have not expanded with our country. Three seaboard markets have fifteen millions, letter-head capacity. There is a big difference between working and letter-head capacity. It is now being realized. Government officials estimated there was 1,100,000,000 bushels of grain storage capacity in the United States: 250,000,000 at the terminals; 66,000,000 in country houses; 150,000,000 at the mills and 50,000,000 possible on the lakes. Last year the terminal elevators were almost starved. Providence has smiled on them this year. Grain world now appreciates how essential they are to the farmers, millers, grain dealers, railroads and the general prosperity of our country. It takes capital and encouragement to build them."

As usual a protest has been registered by Governor Burnquist of Minnesota against the wheat grades. He wants the Government to adopt the old Minnesota Grades so that more wheat can get into No. 1 whether it is weather bleached or not.





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### ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

### CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

CHICAGO, ILL, OCTOBER 15, 1918



### WHEAT PRICE FIXED

**W**HEN the President fixed the price for 1919 wheat at \$2.20 the incident should have been closed, but it wasn't. President Wilson in fixing the price did not draw a number out of a glass jar as is done with the draft. He announced the price on the advice of the Food Administration, after that organization, in consultation with the Department of Agriculture, had determined its fairness. ¶But Senator Gore saw fit to set his own judgment against that of the closest students of our grain affairs and attached a rider amendment to the Agriculture Appropriation Bill, making the wheat price \$2.40. This was passed with the bill, which was promptly vetoed by the President on that account. ¶On September 28 the bill was passed again without the rider, so the \$2.20 price will stand unless the subject is again brought up at the December session and passed as a separate bill. This program is promised by Senator Gore, in spite of the clause in the order which provides for a commission to investigate the cost of raising wheat with the object of changing the price if it is found to be unfair. This commission will review any evidence of unfairness which Senator Gore may have. ¶For anyone but

a politician this would be sufficient, but an agricultural vote getter has other things to think of than mere justice. It is out of fashion, unpopular and rather crude for a politician to use his own money in buying votes. But if he can use the money of the consuming public for the same purpose, it is wise statesmanship. Just wherein lies the difference?

### THE CONVENTION

**L**OOKING backward at a convention is sometimes instructive. The subjects on the program which, before the meeting, seem of most interest, in retrospect are of less importance than subjects which come up without announcement. The report of the Transportation Committee was interesting, but inconclusive; the same of the discussion on limitation of prices. ¶Of the most immediate value, perhaps, were the two inconspicuous suggestions, made in the presence of Mr. Livingston of the Bureau of Markets: That new interpretation of grading rules should be followed by the same period of time before going into effect, as an actual change in the rules; and that the designation "Sample" in the grades should be changed to "No Grade." While there is no assurance that these suggestions will be followed, there is every probability of it as Mr. Brand has always shown a disposition to meet the trade half way. ¶Another discussion of great importance which developed from a casual suggestion by the chairman of the Arbitration Committee, was on the subject of Uniform Confirmation of Contracts. Prejudice, habit, inertia and sharp practice are behind the difficulty of putting it into effect, and the trade would be better off without all of them. The Grain Corporation is the Alexandrian sword which would cut this Gordian knot, and it is to be hoped that action will shortly be taken on this important question.

### WHEAT THE SAFE CROP

**P**OLITICAL news is of particular interest to the grain trade at this time. The surrender of Bulgaria made Turkey's position hopeless, and as we write, the unqualified surrender of the latter country is expected momentarily. Austria, from all reports is about ready to fall into line, in which case Mediterranean bases will be closed to German submarines and the short route to India and the Far East will be open. This will bring India's large surplus of wheat materially nearer to Europe, and as soon as tonnage is available will relieve the pressure on this country. ¶Already the markets have taken cognizance of these changes in the situation by drastic lowering of price levels, and further development along this line will precipitate speculative prices still lower, not as an indication of comparative values, but as a certain psychological reaction. ¶It will be long before Europe is satisfied with her grain receipts and it will be long before an adequate tonnage can be released from war traffic, even though the end should come soon. All grain men know this, and yet the market

will be affected just as if the declaration of peace would immediately put the world on a normal peace basis, which it will not. ¶But in the midst of market flurries, wheat will hold its place with the President's guarantee behind it. The farmers who claimed that they could make no money on wheat at present prices will be thankful if, in spite of their prospective losses, they put in a few acres of this most dependable grain.

### AN EXPLANATION

**S**INCERE regret is felt for the necessity that causes us to shorten somewhat in this issue the report of the National convention. The Government is insistent that magazines shall be reduced in their tonnage on account of the paper shortage and while the importance of this report would doubtless have excused us so far as any penalty is concerned, we feel that the times do not warrant quibbling with the letter of the law, but that the only patriotic course is to enter fully into its spirit. ¶The report as presented is verbatim in the essential business features of the meeting, and those parts which have been eliminated or abridged have been added in full to the official reprint of the report which will be mailed to members from Secretary Quinn's office. ¶As much as we regret this course we feel that under the circumstances it will have the entire approbation of our readers.

### NEW OAT GRADES

**T**ENTATIVE grades for oats were announced by Mr. Livingston of the Bureau of Markets, at the National Association meeting, and may be found incorporated in the report of his address on page 300. Hearings will be held on these grades, beginning October 15 at Philadelphia, with the Chicago hearing on October 17, and continuing at various markets until November 4 at Atlanta. ¶There will probably be very little quarrel with the grades, which are liberal enough in their admixtures to satisfy even the farmers, but the point is left open for discussion as to when these new grades shall be put into effect, and this may bring out considerable difference of opinion. As a matter of principle in the interest of uniformity it would seem that the earliest possible date consistent with trade practices would be desirable, but the many problems of Government control may make some dealers feel that the fewer changes that are made at this time the better.

### TERMINALS

**G**ENERAL Pershing found that handling the supplies for his troops depended not only on ships, but also on terminal facilities for taking care of the cargoes without delay. A port in France which was turned over to the United States was equipped, before the war, for handling 6,000 tons per month. Since General Pershing took it over many new docks have been added,



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any one of which can handle 5,000 tons per day. That was the first step in preparing to take our part in the conflict. ¶ There are several grain markets in the country which, apparently are letting this lesson from France go unheeded. Inland waterway traffic is making progress rapidly. One of these days we will awake to find plenty of barges available for carrying freight, but no facilities for handling it at the terminals. The number of river and canal ports that are equipped to handle bulk grain from barges could be counted on the fingers of one hand. The grain markets which make the most progress in the next year will be those that get ready in time for the change that is coming.

## LABOR AND THE WAR

THERE can be no question that Labor as a body is thoroughly in sympathy with the war and back of the Administration in its determination to see it through, and yet there are constant outbreaks by strikers which show that organized working men are far short of realizing their responsibility in the struggle. ¶ Last month in Portland, Ore., the Grain Handlers Union, which includes weighers and samplers, struck for a raise from 70 to 80 cents an hour straight time, and \$1.20 for overtime. More recently the grain handler at the Canadian Head of the Lakes walked out at a time when hundreds of cars of grain were being received daily on Government account, most of it destined for overseas. ¶ The work is as essential as making munitions or ships and yet that fact seems to impress the Unions only as making an opportunity for enforcing their claims. The Government has a very potent instrument in the Draft Law for dealing with such cases, and no time should be lost in changing the jobs of these strikers from handling grain here to handling a musket "over there."

Our tremendous exports of foodstuffs to Europe during the last few years, running into billions of dollars annually, leaves the impression to the average American that we are all sufficient in the matter of our table supplies, and in addition can take care of several foreign countries that need our products. It is therefore something of a surprise to learn that in 1917 we imported agricultural products to the amount of \$1,403,801,231. Not all of this represents foodstuffs, but most of it does. Over 40 million dollars worth of cotton and 18 million of wool are imported, but these do not cut into the total very far. ¶ Most of our imported foodstuffs come from the tropics and are represented in round numbers by \$231,000,000 worth of sugar; \$133,500,000 of coffee; \$19,000,000 of tea; fresh fruit, copra, spices and numerous other items of a similar character. Fortunately in the essential staples we are more than self-supporting, and this year will have a surplus more than sufficient for the war basis requirements of our Allies.

Do your weeding early. Put another hoe in Hohenzollern. Buy bonds.

Closing the breweries will help the dairy men. Barley promises to become as standard for feed here as it has been in Europe for generations.

No more beer, and malting for yeast, vinegar, breakfast foods or malt extract only when sales have actually been made. This will save a lot of barley which will go into pork or beef.

The Food Administration work in supervising threshing operations has had excellent results, which in most cases will be permanent. Many millions of dollars have been saved to the farmers this year.

Grain scientists are getting after wheat scab and smut. The grain doctors have to keep busy, for new diseases are discovered faster than cures are found for the old ones. But they are making progress.

It is estimated that 10 gophers per acre will destroy 160 bushels of grain. Certainly gophers could be eradicated for less than \$32 per head. If the estimate is correct then any sum under \$32 would be a good investment.

Shipping permits are one of the best methods yet devised by the Food Administration for getting grain where they want it when it is needed. It is a nuisance, but it does the business, which is the only thing worth considering.

An enterprising rural expressman in Montana has fitted his motor trucks with huge grain bodies and is doing a thriving business hauling grain for the farmers to elevators. The service is rapid, efficient and cheap. It will spread.

The Food Administration is said to consider carrying grain from the Pacific Northwest in the new wooden ships something of an experiment. The experiment has been going on steadily since the Phoenicians sailed the seas.

The interesting feature of the October crop report is found in the second column which is headed "Change since September 1." Here we find that all wheat has increased in the month 20,340,000 bushels, bringing the total to 918,920,000 bushels; corn increased 45,935,000; oats 57,949,000; and barley 670,000 bushels.

It is estimated that 20,000,000 tons of straw are wasted in this country each year. If this straw were assembled and carbonized, making gas, it would produce heat equal to 470,000,000 gallons of gasoline. The carbon

residue that would be left, sold for lamp black, would have a value of \$300,000,000. A new industry in straw gas would make a welcome addition to the business of country elevators.

Most grain dealers have found out before this that the Food Administration is reasonable and doesn't want to make trouble for anyone that isn't absolutely necessary. In the Northwest many modifications of the 60-day storage rule have been granted so that normal habits are upset not at all.

Our breadstuff export program for the coming year will be: Wheat, rye, barley and corn or flours calculated as grain, 409,320,000 bushels, of which from 100,000,000 to 160,000,000 bushels may be cereals other than wheat. Europe will need our grain whether they are at war or not, so we can look forward to a certain amount of regulation next year in any case.

## STATEMENT OF THE OWNERSHIP, MANAGEMENT, CIRCULATION, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24, 1912

of "American Elevator & Grain Trade," published monthly at Chicago, Ill., for October 1, 1918.

State of Illinois, County of Cook, ss.—

Before me, a notary public in and for the state and county aforesaid, personally appeared A. J. Mitchell, who having been duly sworn according to law, deposes and says that he is the business manager of the "American Elevator & Grain Trade," and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to-wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:  
Publisher—Mitchell Bros. Pub. Co., 431 S. Dearborn St., Chicago, Ill.

Editor—Richard Pride, 6204 Lakewood Ave., Chicago, Ill.

Managing Editor—Newton C. Evans, Evanston, Ill.

Business Manager—A. J. Mitchell, 4820 Kimbark Ave., Chicago, Ill.

2. That the owners are: (Give name and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent or more of the total amount of stock):

A. J. Mitchell, 4820 Kimbark Ave., Chicago, Ill.

A. H. Mitchell, 4820 Kimbark Ave., Chicago, Ill.

M. W. Mitchell, 506 M St., N. W., Washington, D. C.

M. B. Mitchell, Ottawa, Ill.

John E. Bacon, 818 Wilson Ave., Chicago, Ill.

3. That the known bondholders, mortgagees and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages or other securities are: None.

4. That the two paragraphs next above, giving the names of the owners, stockholders and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, if given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

A. J. MITCHELL,

Business Manager.

W. F. WARRICK, Notary Public.

(Seal.) (My commission expires May 8, 1920.)

Sworn to and subscribed before me this 25th day of September, 1918.



## NEWS LETTERS

## MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

THE Chamber of Commerce has been making a strong campaign to exceed its quota on the Fourth Liberty Loan campaign. According to Secretary Plumb, the quota of this group of industries has been set at \$600,000. At one meeting reports were made showing subscriptions of \$303,000. Since that time a large number of subscriptions have been turned in and it is expected that the grain trade will reach not only \$600,000, but some set the figure as high as \$850,000, and others set the total closer to \$1,000,000. Since the Chamber of Commerce has taken a conspicuous place in patriotic work ever since the war started it is expected that a record will be made for the Fourth Loan.

Among the large number of subscriptions by grain men to the Fourth Liberty Loan are the following: Charles A. Krause Milling Company, \$50,000; Taylor & Bournique, \$35,000; Bernhard Stern & Sons, Inc., \$30,000; and the Kurth Malting Company, \$30,000. A large number of buyers took \$10,000 and various other amounts.

Wisconsin crop conditions for October have been reported favorable in a general way. Temperatures have been moderate and abundant sunshine has favored outdoor operations. Corn husking and the filling of silos and harvesting generally have been favored. There have been light showers in just a few instances recently and the ground is too hard for fall plowing and for the best germination of fall sown grains, especially in the southern part of the state. Reports indicate that some of the winter wheat and winter rye are coming up with stands ranging from good to poor, depending very largely on soil and moisture conditions. Where the ground is not too dry and hard, fall plowing and seeding of winter wheat, rye and barley are proceeding satisfactorily. Killing frosts have visited all of Wisconsin, all except limited areas in the southern part of the state, but these did no great damage as the crops were largely matured before these frosts came. Conditions have been bad for fall pastures because of the unusual dry weather, in fact, the almost total absence of fall rains. This dry weather has been very favorable for the hardening of corn. Grain men assert that Wisconsin will have far more merchantable corn than last year because of the absence of frost until late in the fall and because of the long stretch of dry weather.

Receipts of corn have been limited, but the prices have been weak, especially since the reports of possible peace with the Central Powers in the near future. Cash corn has declined fully 10 cents a bushel in two or three days after Austria and Germany proposed peace. For the first week of October, corn receipts at Milwaukee were only 68 cars, compared with nearly 150 cars in the previous week and 75 cars a year ago. The white premiums over other corn grades have largely disappeared. Fresh shelled corn is salable at good prices, but off grades and poor quality corn does not sell so readily as a rule.

The ruling from Washington regarding the use of malt for beer has not damaged the barley market, there being a good call for the grain both for feeding and for industrial purposes. Market was strong around \$1 a bushel until the slump in the corn market appeared, which turned all of the grain markets weak and helped to depress the barley market as well.

Barley is being bought in the primary markets by the Government, which has taken 250,000 bushels in about two days. Millers are taking barley liberally and this with the demand from many sources has served to keep the barley market in a surprisingly good condition.

August H. Vogel, one of the prominent tanners of Milwaukee and regional advisor to tell the factories of this district how to get into war work, declares that he is using every effort to find some good work for the brewers to do when they stop making beer December 1. The breweries of Milwaukee have plants covering several acres and Mr. Vogel will try to find some line of work which will utilize these plants to the very best advantage. Storage houses for army

goods, the turning of the plants into shoe factories and their use for general storage and refrigerating houses are among some of the functions which have been suggested for the utilization of the plants.

The Milwaukee Chamber of Commerce held its first prayer for the victory of American arms early in October. The Board of Directors voted to have a silent prayer of one minute daily, promptly at noon. The first day the great gong rolled promptly at noon, and every man's hat was off in a flash and his shoulders and head bowed in an attitude of reverence. For one minute the silence was intense and the telephone bells and the telegraph instruments clicked without attention as the grain dealers sent up their prayer for victory. As the gong rolled again, a spontaneous singing of "America," without accompaniment, rolled up from all parts of the big trading chamber.

The trading room of the Milwaukee Chamber is a solid mass of the national colors. A large number of smaller flags are draped around the edges of the balcony. High up over the floor, a huge flag is stretched out where it gives its message to grain men every day. Above the top of the quotation board another large flag is gracefully draped. Up the pillars from the Chamber floor are national colors twined around the posts. Over the official clock of the Chamber is a semi-circle of all the flags of the allied nations. The war picture of the Chamber of Commerce is one of peculiar beauty and interest and one which will be treasured by the grain men long after the war.

Milwaukee grain men plan to have the silent prayer for victory and the singing of patriotic songs every day on the floor as long as the war lasts. Other cities use only the silent prayer in this impressive service, while Milwaukee has added the song to still further stir the hearts of grain men for their country and their flag.

Grain men of Milwaukee declare that grain prices are now going through a period of readjustment to peace conditions. They say that prices will be unsettled for a time until the exact status of the grain market under new conditions can be determined. The drop in corn as compared to the sustained price of wheat under Government regime indicates to them what the markets for all grains will be likely to do once peace for the world is fairly assured. Some of the Milwaukee grain men also call attention to the immense supplies of grain in Argentina and Australia which will be drawn on just as soon as the ships are available. This, together with the 900,000,000 bushel crop of wheat raised in the United States, they say, will go far to supply the world with grain fully and abundantly, so that the prospects are for lower food and grain prices in general.

Considering the recent drop in grain, the Milwaukee grain men have received a message from Herbert Hoover of the Food Administration asking that farmers hang on to their grain and not to get panic stricken and to sacrifice their wheat for less than the Government fixed prices. He declares that wheat will all be moved and that the full price will be obtained by every grower. The rapid marketing of wheat, grain men point out, indicates that farmers are afraid that the price of wheat will come down before all the grain can be marketed at the present high level of quotations.

An embargo information has been established in the office of the Milwaukee terminal manager for the convenience of the shippers. This office will give official information on embargo matters. C. O. Bradshaw, Federal administrator for the three railroads reaching Milwaukee, has the following as his working staff: J. A. Millington, traffic assistant; A. Dutton, transportation assistant; J. A. McKee, operating assistant; I. G. Miller, chief clerk; A. D. McDonald, grain permit division, and Martin Malone, embargo division.

Prof. R. A. Moore of the Department of Agriculture declares that despite the dry weather Wisconsin will have a large area of both spring wheat and spring rye. He thinks that the 112,000 acreage for wheat will be fully maintained and that the rye acreage may be as much as 50 per cent more than that of the previous season. Prof. Moore is asking the farmers of Wisconsin, as well as other states, to sow the pedigreed No. 2 wheat, which may help to avoid winter killing in this climate. This variety of wheat demonstrated its extreme hardiness last season, he maintains. Lists of pedigreed growers of both rye and wheat have been listed with all the county agents of agriculture in Wisconsin. Prof. Moore says that winter wheat should be all sowed by the first week

in October, while the winter rye should be all sowed by the middle of October. He declares that the present scale of prices is such that no grain pays better than winter wheat and rye.

Great enthusiasm for these grains has been generated throughout the state by the college of agriculture and the county agents. The wheat output of the state is expected next season to be sufficient for the state's population, with some, perhaps, for commercial sale.

One of the big loads of grain that left Milwaukee recently was the steamer *J. K. Dimmick*, which took 364,000 bushels of oats for Eastern shipment, loaded at Elevator "E."

Milwaukee is doing more wheat business than it has in decades. Premiums at the Milwaukee market have been high due to the sharp competition of milling and shipping buyers. Receipts are very liberal at this market, but they are sold readily on the same day that they arrive. The quality is very good for the most part and only the smutty grades are under penalties.

Among the new members elected to the Chamber of Commerce are Ervin E. Kinkel, Gardiner B. Van Ness, William P. Broughton, Curf Kanowsky, Franklin L. Kelchner and Herbert B. Courteen.

Alexander McD. Young, an old-time resident of Milwaukee, died at the Milwaukee Club recently. He was a heavy trader in wheat in the early days when Milwaukee was one of the greatest primary wheat markets in the country. He was associated at that time with Alexander Mitchell, Philip Armour and Angus Smith. He operated in Milwaukee, Chicago and New York. He was a native of Canada and died at the age of 75, being survived by a widow, a daughter and one son.

The latest food ruling from the Food Administration received in Milwaukee permits maltsters to purchase grain to cover the malting demand for the manufacture of yeast, vinegar, cereal, breakfast foods, malt extract and other legitimate purposes, but no grain shall be malted until sales have actually been made. Barley is also being crushed to make an excellent food for hogs and other classes of live stock.

## KANSAS CITY

B. S. BROWN - CORRESPONDENT

THE movement of grain to Kansas City was checked more decidedly than at any other winter wheat market, as a result of the blanket embargo on inbound grain shipments declared at all markets. Within several days after the restrictions were imposed receipts of wheat, corn and oats dropped to a few cars a day and are still small, though a moderate increase over the present movement is expected as soon as the permit system is working smoothly.

As at other terminals, elevators and railroad yards at Kansas City three weeks ago were choked with grain, chiefly wheat, for which there was not outlet proportionate to the fresh arrivals. The first of October Kansas City elevators held close to 14,000,000 bushels of wheat and in addition mills had about 2,000,000 bushels in their private elevators and there were liberal stocks of coarse grains. Over three-fourths of the wheat is owned by the Food Administration Grain Corporation.

Wheat stocks at Kansas City are the largest ever held here. Total storage capacity is slightly less than 24,000,000 bushels. Elevators for several weeks have not been accepting any wheat. Considerable apprehension is felt regarding space for oats later in the season and for new corn.

As soon as it was known that the embargo was to continue indefinitely and that shipments to Kansas City were to be made only on permits issued exclusively to shippers and not to consignees, a committee was appointed representing the Board of Trade, the Food Administration and the Railroad Administration, to issue permits. From 75 to 250 have been granted daily, mostly for wheat. Many more applications than can be granted are received daily.

The permit system as now followed is not generally satisfactory either to shippers or to terminal dealers since with so much grain to be moved it is almost impossible to treat all sections and dealers fairly. The Kansas City Exchange officially protested against the system and recommended that there be a complete lifting of the embargo from time to time as conditions warranted.

Congestion in railroad yards and elevators has been decidedly relieved the past two weeks, though conditions yet do not justify bringing in any large amount of grain. It is thought the embargo may



soon be modified to allow coarse grains to come in without the formality of a permit, especially corn and oats from the Northwest territory.

Receipts of wheat in Kansas City in September amounted to 6,900,000 bushels, compared with 16,200,000 bushels in August, 2,250,000 bushels a year ago and a 10-year average of 6,320,000 bushels. Had it not been for the embargo the total would have been at least a million bushels larger. The movement of coarse grains was likewise reduced.

The situation at Kansas City as regards new corn is of much more than ordinary interest. The crop in the Southwest is practically a failure while there is an abundance of good corn in the Northwest and Eastern sections. Corn will come here this winter from many regions that have not shipped in quantity formerly.

Among the first organizations in the city to begin observing the "Angelus" was the Board of Trade. At the ringing of a gong at noon each day there is a minute of silent prayer on the Exchange floor of the trading hall for Allied victory and a speedy termination of the war. E. D. Bigelow, secretary, started the practice at the Board of Trade and also introduced it at the convention of the Grain Dealers National Association at Milwaukee and later brought it to the attention of the Chicago directors who likewise adopted it.

Kansas will endeavor to set a new record as a wheat state next season, spurred on by the war time necessity of producing food, according to a recent report by Secretary Mohler of the State Board of Agriculture. It is estimated that 10,000,000 acres will be planted and that the harvest is to be 200,000,000 bushels. The present record is 183,000,000 bushels raised in 1914. The last state crop bulletin said that in the eastern two-thirds of the state three-fourths of the acreage had been planted and in the western counties about half had been planted. Some of the wheat is up and is of fine appearance.

Deliveries on September contracts at Kansas City were 126,000 bushels of corn and 182,000 bushels of oats.

A letter to the Roehen Grain Company from a soldier in France says wheat in that country is the largest he has ever seen, something like the white varieties of the Pacific Coast. The crop is good, but cultivation is on too small a scale, more like American farmers raise potatoes for their own needs.

An appeal sent to Herbert Hoover by the Kansas Board of Agriculture to stop shipments of wheat outside the state so that mills would not be forced to close later in the season, was found not to be justified by figures compiled by the Kansas City office of the Food Administration Grain Corporation. Reports from all the 1,461 counties and 234 mills in the state showed that farmers had sold 54,097,000 bushels of wheat up to September 20. This amounts to 53 per cent of the crop, as estimated by the state Board of Agriculture. The quantity shipped out of the state amounts only to 36 per cent of the crop, since mills and elevators in the state hold nearly 16,500,000 bushels of the wheat sold thus far by farmers. The crop is placed at 102,000,000 bushels, of which 12,000,000 bushels will be needed for seed. More than half the crop therefore still remains in the state. Up to September 20 mills had ground 15,878,000 bushels of the new crop. The state Board's report said only 34 per cent of the crop was still in the state.

William H. Waggoner, Jr., vice-president and a director of the Waggoner-Gates Milling Company of Independence, Mo., died of pneumonia at the Great Lakes Training School September 25. His father is president of the milling concern. He was 30 years old and at the time of his death was a clerk in the Paymaster Department.

The milling department of the R. E. Kidder Flour Mills of Kansas City was totally destroyed October 3, with an estimated damage of from \$100,000 to \$150,000. An adjoining grain elevator containing about 50,000 bushels of wheat was saved. The loss is covered by insurance.

Labor conditions at Kansas City elevators are somewhat easier as a result of the embargo on inbound shipments of grain. Congestion has been cleared up for the time and operators find their present forces adequate.

Corporal Stuart Carkener II, 21 years old, son of George S. Carkener, president of the Goffe-Carkener Grain Company, died in France August 1, of wounds received in action July 30. Young Carkener entered the service of the French army in the spring of 1917, but later transferred to a truck driving section on account of the urgent need of drivers. At the time of his enlistment he was a sophomore at Princeton. He returned to the States last December and enlisted with the 76th Field Artillery at Hattiesburg,

Miss. First news of his death was received by his father in the form of a letter from his "bunkie," who wrote expressing his sympathy and merely stated the time of death and of being wounded. The father was in Colorado at the time and began to make telegraphic and cable search for confirmation, which were received several days later. Corporal Carkener is the first on the Kansas City Board of Trade's roll of honor to fall in the service of his country.

## NEW YORK

G. K. TRAFTON - CORRESPONDENT

JAMES H. BOWNE, manager of the Keusch Grain Company, who attended the recent convention of the Grain Dealers National Association as one of the New York delegates, returned to his post on the Produce Exchange early this month. During his absence of about two weeks Mr. Bowne traveled through various grain states. He stated that the corn crop was decidedly poor in Kansas, Oklahoma, Missouri and Texas, having been badly injured by the long drouth and intense heat, being "burned up" in many places. He found general business practically all over the West greatly hampered, as it is here, by the many official restrictions. He found the feed situation decidedly unsatisfactory and discouraging everywhere, it being almost impossible to do business, owing largely to the fact that handlers of feed were unwilling or unable to handle the flour which millers wanted them to take in combination with the feed.

Paul Vilmar, who has been a well known figure in the export grain trade for many years, and is now export manager for the big farm of James Carruthers & Co., Ltd., was welcomed back on 'Change recently by his many friends who congratulated him upon his improved appearance, following a rest of about three weeks. Because of the numerous obstacles to business growing out of war developments Mr. Vilmar had been greatly over-worked and several months ago he had a severe breakdown. Since then he has been taking things more easily, and hence his health is greatly improved.

Carl F. Andrus received a cordial greeting from his many friends on the Produce Exchange where he spent several days recently while on furlough from an army aviation camp at Austin, Texas. Mr. Andrus is a son of C. Walton Andrus, an old and popular member of the grain trade, with whom he is associated under the firm name of C. W. Andrus & Son. He enlisted in the aviation service last February and after four months' training in Texas has graduated from the ground school. At the end of his furlough he stated that he expected to begin his course in the flying school.

James Norris, head of the well known grain firm of Norris & Co., who has spent so much time here recently as to be regarded almost as much a New Yorker as a Chicagoan, announced a short time ago, much to the sorrow of his many friends on the Produce Exchange, that he would once again be compelled to make his headquarters in Chicago. This was made necessary by the fact that he had accepted an appointment as manager of grain buying for the Government's Forage Department.

Jacob C. Ott, who is known as "Senator" by his many friends in the grain and feed trades all over the country, has resigned his membership in the New York Produce Exchange. For many years Mr. Ott was prominent in the local market as manager of the mill feed department of the Hecker-Jones-Jewell Milling Company.

By a strange coincidence, the resignation was also received at about the same time of A. Ruyter, at one time general manager of the Hecker-Jones-Jewell Milling Company.

Owing to the recent death of Edwin Bertholf, who for many years was Chairman of the Committee on Hay and Straw on the New York Produce Exchange, the Board of Managers of the Exchange has promoted Wm. H. Clark, an old and well-known hay receiver to the chairmanship. In order to fill the vacancy, Charles C. Ramey has been added to the Committee, which is now made up as follows: Wm. H. Clark, chairman, Frank S. Voorhies, George N. Reinhardt, Thomas M. Blake, and Charles C. Ramey.

Victor Newcomb, who is associated with George K. Morrow in the well known cereal firm of Morrow & Co., returned early this month after an extended trip through the principal buckwheat producing sections. He stated that the crop would be a moderately good one, although there had been

some damage by too much rain. As a result, the crop is late and could not be threshed promptly. Most farmers ask \$3.50 per 100 pounds; or approximately \$3.75 in this market.

Practically the same representative and efficient committee which succeeded in putting the N. Y. Produce Exchange "Over the top" on the previous Liberty Loan Drives has been working energetically on behalf of the Fourth Loan. Because of the fine record made in the other campaigns, the quota of the Exchange has been raised to \$15,000,000, as against \$10,000,000 for the third loan. On several occasions the big trading floor was thrown open for public gatherings at the close of the session. These were attended by large numbers of the members and their friends and great enthusiasm was aroused by the speeches made by men prominent in financial and official circles. Entertainment was furnished by military bands and various volunteers from the theatrical world. At the end of the second meeting the big dial on the Exchange floor registered total subscriptions of roundly \$7,000,000.

The Board of Managers of the N. Y. Produce Exchange has taken favorable action on the following applications for membership: Howard W. Graff of the old grain firm of Parker & Graff; Carl E. Hansen, grain merchant.

Andrew M. Duggan of the Co-operative Wholesale Society, Ltd., exporters of flour, grain, provisions, etc., is an applicant for membership in the Produce Exchange.

## PHILADELPHIA

F. W. COLQUHOUN - CORRESPONDENT

SEVERAL prominent grain men of this city attended the convention of the Grain Dealers National Association: Robert Morris, Morris F. Miller and James L. King, represented the Commercial Exchange. James F. Rodgers attended as a representative of Richardson Bros., grain and feed brokers, in the Bourse, and Daniel J. Sullivan represented Sullivan & Frazer, grain brokers, and Franklin A. Turnbull attended for Taylor & Bournique Company.

James F. Huey, son of William H. Huey, wholesale hay receiver, and a member of the Commercial Exchange, has been appointed by the Government as hay inspector. He is stationed at Toledo, Ohio.

Charles H. Longscope, a grain and hay dealer, 1612 North 22nd Street, has brought suit in the Common Pleas Court against Peter Cavanaugh to recover \$337.59, said to be due for feed, etc., sold and delivered.

Captain Clarence S. Woolman, of the Forage Section, Quartermaster's Department, stationed at Chicago, and a member of the firm of Samuel C. Woolman & Co., with offices in the Bourse, paid a recent visit to the Commercial Exchange. Another interesting visitor was Charles Kolb, of the Forage Department, who is stationed at Newport News, Va. Both were welcomed to the Exchange by their old-time fellow members. Samuel R. Arnett, representing the Minneapolis Seed Company, Minneapolis, large handlers of field seeds, was a visitor in the local market toward the end of September.

John B. Matthaui, traffic manager of the Commercial Exchange, announced on September 23, that, referring to previous advices regarding the "At and East" rates on grain from Buffalo and Erie, which were not issued in accordance with the understanding of the Railroad Administration at Washington, the proper basis has been made effective September 23, providing for rates in cents per 100 pounds (including elevation at Eastern Lake Port) which applies on wheat, corn and barley and oats as follows:

To New York, Philadelphia and Baltimore, domestic, A 14.67 cents and B 16.67 cents.

To New York export, A 14.33 cents and B 16.33 cents.

To Philadelphia and Baltimore, export A 13.83 cents and B 15.83 cents.

"A"—These rates apply only on grain reaching Buffalo or Erie from or through Lake Michigan ports, transferred from elevators to cars on or before the close of business October 19, 1918, after which date the "B" rates will apply.

"B"—These rates apply on grain reaching Buffalo or Erie from other than Lake Michigan ports. Effective October 11, 1918, they will also apply on grain reaching Buffalo or Erie from or through Lake Michigan ports.

H. D. Irwin, second vice-president of the Food Administration Grain Corporation on September 23 noti-



fied Louis G. Graff, president of the Commercial Exchange, that the Corporation will buy barley on Philadelphia terms, spot or to arrive by October 31, securing rail permits quality according to their standards specifications of which follow: Quality A—\$1.12½; Quality B—\$1.10½; Quality C—\$1.08½. Quality A shall be sound and sweet, bright in color, clean, plump, dry, not scoured or clipped, or treated, and shall weigh not less than 49 pounds to the measured bushel, Winchester Standard, may contain not more than 1 per cent of other grains including wild oats.

Quality B shall be sound and sweet of good healthy color (bright or straw color), clean, dry, not scoured or clipped or treated and shall weigh not less than 48 pounds to the measured bushel, Winchester Standard, may contain not more than 2 per cent of other grains of which not more than 1 per cent may consist of wild oats.

Quality C shall be the same in all respects as quality B with the following exceptions: May be moderately stained or discolored, shall weigh not less than 47 pounds to the measured bushel, Winchester Standard, and may contain not more than 3 per cent of other grains of which not more than 2 per cent may consist of wild oats.

Note 1—The term sound and sweet used in foregoing specifications for barley shall be construed to mean barley which is free from smut, must or ground smell and has never been out of condition and has not been adulterated with damaged grains.

Note 2—The term clean as used in foregoing specifications for barley shall be construed to mean barley which contains not more than 1 per cent of foreign material exclusive of other grains including wild oats. Barley which is not clean but which otherwise meets the requirements of Quality A, B or C shall be subject to a dockage equivalent to the weight of all material in excess of 1 per cent which can be removed by a fine chess sieve (openings ⅜x64/1000 of an inch) as described in the United States Department of Agriculture Official Standards for wheat.

Note 3—The term dry as used in the foregoing specifications for barley shall be construed to mean barley that is fit for warehousing or export without going out of condition on the voyage but in no instance shall include barley containing more than 14 per cent moisture.

Note 4—The Food Administration Grain Corporation reserves the right to determine, through its own representative, as to whether or not the barley tendered against contracts of purchase comply with the quality purchases and the decision of the representative shall be final.

\* \* \*

Announcement is made by George M. Warner, chairman of the Grain Committee of the Commercial Exchange, that all members holding wheat of any grade in Port Richmond Elevator are urged to make immediate disposition of the same by delivery to the Food Administration Grain Corporation or otherwise in order to make room in the elevator and to keep the grain moving. Compliance with this request will help to open the gateway for permits and to keep the gateway open.

\* \* \*

On October 3, H. D. Irwin, second vice-president of the Food Administration Grain Corporation, notified A. B. Clemmer, secretary of the Commercial Exchange, that there has been a change in discounts on smutty wheat effective October 4, whereby the corporation will accept slightly smutty wheat which grades are: No. 1, red smutty; No. 2, red smutty; and No. 3 red smutty, at 3 cent discount under regular grade without smutty notation, instead of 2 cents as heretofore. On the same day Mr. Irwin requested Mr. Clemmer to notify the grain trade that the prices of the corporation for rye may change now from day to day and those interested are requested to communicate with his office.

\* \* \*

The following have been proposed for membership in the Commercial Exchange: Shallcross Bros., Middletown, Del.; C. F. Favorite, 3808 Powelton Avenue; Arbuckle Gordon Company, Fort Washington, Pa., and R. Y. Wallen, Clayton, Del.

\* \* \*

Members of the Commercial Exchange were notified by A. B. Clemmer, secretary of the Commercial Exchange, on September 18, of a letter he received from C. R. Capps, traffic assistant of the United States Railroad Administration, under date of September 14, which in part reads: "We will make efforts to get along for the present at least without any interference with the 31st and Chestnut Street warehouse and that the embargo against this house is being lifted today. On the event that we should find later on that proper operations necessitate a reopening of this matter, we will undertake to discuss it with your committee before taking any final action."

\* \* \*

A rousing Fourth Liberty Loan meeting was held at the Commercial Exchange, September 30, when grain and flour men, a part of Group No. 7, Industrial Committee, of the Loan, of which L. G. Graff, president of the Exchange, is chairman, subscribed \$379,400. Previous subscriptions totaled \$55,250, bringing the amount to \$434,650. Entire

subscriptions up until October 8 totaled \$602,200. The trades were spurred on to make subscriptions by addresses by Captain A. S. Campbell, of the Argyll Sutherland Highlanders, Scotland; Lawrence Anderson, first dispatch rider for General Pershing and who was wounded in the Battle of Picardy, and Joseph Hollandek, one of Pershing's heroes. The Commandant's Band from the Philadelphia Navy Yard played during the meeting.

Of the amount subscribed \$180,000 was by eight firms and individuals among whom were: D. W. Dietrich, \$75,000; S. C. Woolman & Co., \$20,000; Philadelphia Export Company, \$20,000; S. F. Scatertgood & Co., \$10,000; George G. Omerly, of the Hancock Grain Company, \$10,000; H. J. Horan, \$10,000; W. D. Roe & Co., Sudlersville, Md., \$10,000; and W. F. Hagar, \$10,000.

\* \* \*

Receipts of grain at Philadelphia for September were: 3,284,174 bushels wheat; 20,442 bushels corn; 785,028 bushels oats, 189,354 bushels rye and 5,000 bushels barley.

Exports at Philadelphia for September were: 2,859,967 bushels wheat, 9,352 bushels corn; 201,013 bushels oats and 60,000 bushels rye.

\* \* \*

September 15 a fire destroyed the grain and feed store of Fred Lemont, 4522-24 Lancaster Avenue. The damage was estimated at \$10,000. The greatest part of the loss was the destruction of a new stock of grain and feed.

\* \* \*

Members of the Commercial Exchange were notified October 3 by R. S. Merkel, district superintendent of the Pennsylvania Railroad, of an embargo effective at once, on account of accumulations, covering all carload freight from all points consigned, reconsigned or to be reconsigned, to all points on a routing via the West Jersey and Seashore Railroad, except perishable freight, livestock, foodstuffs and food containers, railroad material and supplies, shipments consigned to or for account of the United States Government, Emergency Fleet Corporation, United States Shipping Board and shipments for E. L. Dupont. The embargoed territory is Camden exclusive to Carneys Point inclusive, Camden exclusive to Salem inclusive, Camden exclusive to Bridgeton inclusive, Camden exclusive to Cape May inclusive, Camden exclusive to Atlantic City inclusive, Camden exclusive to Medford inclusive, and all points not mentioned but included in the above territory. The exception on foodstuffs applies only on foodstuffs for human consumption and not for animal consumption.

\* \* \*

Supplies of baled hay are scarce but prices are firmly held with trade quiet. Little trading is noticeable in straw with supplies limited and the market is firm. Quotations, per ton in carlots according to location: Timothy hay, No. 1 large bales, \$36@37; No. 1 small bales, \$36@37; No. 2, \$34@35; No. 3, \$28@32. Clover mixed hay, light mixed, \$33@34; No. 1, \$32@32.50; and No. 2, \$28@31; straw No. 1 straight rye, \$18; No. 2 straight rye, \$17.50; No. 1 tangled rye, \$15.50@16; No. 2, tangled rye, \$14.50@15; No. 1 wheat straw, \$13.50@14; No. 2 wheat straw, \$12@12.50; No. 1 oat straw, \$13.50@14.50; No. 2 oat straw, \$12.50@13.

The market for feed is quiet due largely to very little stock being offered. Prices quoted in 100-pound sack, per ton, rye middlings, \$58.50@60; barley mixed feed, \$50@52; choice white corn bran, none offered; reground, oat feed, \$24.50@26.50; fine white hominy feed, \$66@67.50; cottonseed meal, \$62@63.50.

\* \* \*

H. D. Irwin, zonal agent, Cereal Division, United States Food Administration, made the following announcement September 27, to whom it may concern: "It is reported that jobbers on resales have been charging additional margin of profit on purchases from other jobbers and warehousemen who have obtained their permitted profit.

"The profit which jobbers may take is found in Special License Regulations, which says: 'The license in any sale of feedstuffs shall take no more than a reasonable profit for such sale over the average cost of his stock of any commodity on hand or under control not at that time contracted to be sold, and in arriving at the cost of corn or oats he shall take into consideration the gain or loss resulting from any hedging transaction on a grain exchange.

'Note 1: This does not apply to wheat mill feeds or cottonseed products which are dealt with under special regulations.'

"Resales within the trade are prohibited unless the one established profit is divided among the several jobbers. A jobber or mill employing a broker must pay the brokerage out of his own profits."

\* \* \*

On October 8, H. D. Irwin, zonal agent, Cereal Division, United States Food Administration, announced:

"Enlarged demands by General Pershing for material resulting from progress on Western Front has necessitated temporary diversion of grain ships to his service. This temporarily curtails the wheat movement from seaboard and has filled our seaboard

and terminal elevators and this checks the movement. It is reported that farmers have become panicky and are selling wheat at less than the Government price. There is no occasion for this and if holders will have a little patience, the wheat will all be moved and a full price secured by every grower."



W. M. LUDWIG and Frank McManness, grain and seed dealers of Findlay, Ohio, were business visitors at the offices of Southworth & Co., last week. "The Buttermilk Twins," so-called because of their unappeased appetite for buttermilk, were profuse in their praise for the product of the churn as dispensed by Toledo purveyors, and are convinced, according to John Luscombe, who led the way to the city's best drug stores, that "You'll do better in Toledo" in buttermilk as well as in grain and seeds.

\* \* \*

R. T. Miles, grain supervisor of the Bureau of Markets at Kansas City, was among the recent visitors on 'Change. He received a hearty welcome from his many old friends and associates, as he was in charge of the Bureau's Toledo office from the time of its inauguration here until last July, when he was transferred to Kansas City. Mr. Miles was on his way home after conferring with officials in Washington.

\* \* \*

The progressive firm of J. F. Zahm & Co. have taken another step towards increasing their facilities for handling their large grain and seed business. Having out-grown their old quarters on the 10th floor of the Second National Bank Building, they have taken larger offices on the 3rd floor of this building, where they celebrated "open house" to their associates among the trade. Their new home provides individual rooms for the members of the firm, a spacious general office, stenographer's room, and last, but not least, a sound-proof den for the office boys. The semi-indirect system of lighting supplies an abundance of light, and the new mahogany desks and tables throughout combine to make these offices second to none in the entire building.

\* \* \*

Few firms, indeed, enjoy the reputation of C. A. King & Co., of Toledo, Ohio, in the all-important matter of securing authentic reports on the condition of the crops in this part of the country and their ability to get the information to the readers of their "Daily Special," first. This organization, headed by Frank I. King, famous for his "Boy Solomon" sayings, prides themselves on the accuracy and alacrity of their statistical department, and it is a well known fact that when the directors of the Chicago Board of Trade found it necessary a short time ago to weed out the undesirables among the crop reporters, they placed their stamp of approval upon this old Toledo firm as experts of long recognized merit in the handling of reports on the condition and outlook of the grain and seed crops.

\* \* \*

A flock of 21 members of the Order of Fleas leaped over to Rockwell Springs Trout Club, near Castalia, Ohio, the last week-end as guests of the genial Charles Burge, chief stinger. Among those on 'Change in the party were: Frank Moorman, Harry DeVore, John Smith, George Woodman, Kent. Keilholtz, Bill Annin, Dick Sheldon, Fred Jaeger, Walton Stone, Bob Burge, Charles Patterson, Henry Raddatz, Rad Burge and George Kregloh.

\* \* \*

Lester Howard, assistant manager of H. D. Raddatz & Co., has made application for membership in Toledo Produce Exchange.

\* \* \*

George E. Newman, floor trader on the Chicago Board of Trade for Rosenbaum Bros., returned to Chicago last week after spending five weeks in the firm's Toledo office where he assisted "Commodore" Perry, local manager, in the handling of an unusually heavy movement of oats through the Toledo market.

\* \* \*

Announcement was made Thursday by Fred Mayer, vice-president of 'Change, that the custom of pausing at noon for one minute of silent prayer for the success of American and Allied arms and a lasting peace, will be adopted on the Toledo Produce Exchange.

\* \* \*

A note of unusual interest, sent by the most up-to-date method, was received recently by David Anderson, president of the National Milling Company, from his son, Harold, who is an aviator at one of the Southern training camps. The note on a postcard was written by Lieut. Harold Anderson 6200 feet in the air and dropped over Houston, Texas. It requested the finder to forward it to his parents in



Toledo. The card was picked up by W. B. Tidwell, a ship carpenter of Houston, who, in a letter to Mr. and Mrs. Anderson expressed the hope that Lieut. Anderson would drop a bomb on the Kaiser and return safely to his parents in Toledo.

Charles Mollett, president of the Lake Erie Milling Company, received hearty congratulations from his many friends on 'Change last week when it became known he was the proud father of a fine baby boy born late Wednesday afternoon.

The unprecedented condition in the Toledo market brought about by a combination of unusually heavy receipts during the past month, the inadequacy of storage facilities, and the inability to load the stuff out because of the closing up of seaboard outlets, was alleviated to some extent by the recent announcement by W. I. Nokely, local chief of the Transportation Department of the Grain Corporation, that his office will issue permits to cover future shipments of grain to this market. Under the new arrangement permits will be issued by the Grain Corporation here to the consignee, who, in turn, will forward to the shipper to be presented to the local agent in order to secure cars. The crowded condition of the railroad yards and the subsequent embargoes placed against this terminal caused a sudden let up in the rush of grains to arrive and as a result elevators here have been practically idle during the past week. It is confidently expected that business will return to a normal basis under the permit system, as the Grain Corporation will at all times be in touch with conditions here and will be able to divert the flow of grain in case of congestion. Receipts of wheat in September were much lighter than in August, although there was a fairly good oats movement. Wheat receipts for the month were 616,000 bushels; oats, 1,048,450 and corn 204,300.

W. W. Cummings, of J. F. Zahm & Co., spent part of last week in an auto tour of eastern Ohio. He reports conditions in the country never better at this time of the year. "Most of the corn is shocked and the wheat looks good," Bill says.

Paul Barnes, secretary of the Young Grain Company, holds the record on 'Change for long distance telephoning. Barnes was startled Wednesday by the announcement of the telephone operator to "Hold the wire—San Francisco calling." His chief, Jesse W. Young, who is traveling through the West, called Barnes for the "dope" on the market, and incidentally to say that he was enjoying his vacation immensely. The charges were \$24.60, including war tax.

## ST. LOUIS

R. O. JOHNSON - CORRESPONDENT

THE peace wave has swept the St. Louis corn market down like a house of cards, futures falling 6 to 8 cents a bushel in recent day's trading, and carrying quotations to the lowest level reached in over a year. Futures now average well below the \$1.20 level, whereas two months ago, when the market hit the top, prices were above \$1.67. The trade generally was not caught napping by the break, as "bearishness" was in the air as soon as Bulgaria quit the war, and the "professionals" took to the "tall timbers" on their long stuff. General opinion, however, is that the outside trade has been badly punished, as the farmer and dealer had become so imbued with the idea that peace was far distant, and had seen so many false moves in that direction, that they failed to see the signs of Germany's collapse until the market had run into a violent decline, and measured losses for them of unusual magnitude.

Traders now are asking if the decline has culminated, as European demands for grain and food will be enormous even with the war ended. One veteran dealer, however, put the situation this way: "War has advanced grain prices for four years, and peace means complete adjustment even if values rise later. In a decline like the present values invariably fall below intrinsic merit, the same as they were carried to abnormal levels by speculation in the last four years. This makes it hard to gauge the market, but it is safe to say that if peace actually comes in the near future, the present level of \$1.15 corn will look high before the actual turn in the market takes place."

A drive for Liberty bonds on the St. Louis Merchants' Exchange last week netted \$123,000 in a very few minutes, despite the fact that canvassers had reported large sales by private subscription. The Elmore, Schultz Grain Company, the T. W. Carter Commission Company, W. H. Danforth, and Neumond Grain Company, took \$10,000 each as a starter. When

the subscriptions reached \$93,000 the Kehlor Flour Mills Company bought \$7,000 and lifted the total to \$100,000. Later sales raised the list to \$123,000. Eugene Dreyer of the Dreyer Commission Company, one of the canvassers in the Merchants' Exchange, reported some large subscriptions. One of the largest was the Langenberg Grain Company for \$150,000, and a personal subscription of \$50,000 from Harry Langenberg.

W. B. Christian, St. Louis representative of E. W. Wagner & Co., Chicago, has announced that because of the ban placed on public meetings owing to Spanish influenza the annual dinner of the St. Louis Grain Club, which was to have been held at the Hotel Statler, has been postponed indefinitely.

The St. Louis Merchants' Exchange, which recently passed a rule to permit delivery from track, on contracts, the last six days of the current month, has revised the rule so as to permit delivery on any day of the month.

Loading of barges for the second trip to New Orleans by the new Federal barge line is taking place rapidly, owing to the success of the maiden trip. The Marshall Hall Grain Company, which shipped two barges filled with wheat from the Burlington Elevator, has already loaded three for the next run. Grain promises to form a large part of the cargo of the fleet for some time to come.

The inventory of the estate of Erich H. C. Picker, 67 years old, commission merchant, who died suddenly September 8, at his home, 3629 Russell Avenue, was filed for probate last week. It listed personal property totaling \$50,174.39, including notes, \$243.37; accounts, \$2,091.53; stocks, \$22,415; bonds, \$23,559.49; cash, \$290 and goods and chattels, \$1,575.

Among the bonds are \$1,000 each of the First, Second and Third Liberty loans and a Russian Imperial Government bond for \$500. He left \$145 in War Savings Certificates and \$3 worth of Thrift Stamps.

Under his will, his four children, Alfred, Frederick, Augustus and Helen, were left nominal sums only, the rest of his estate going to his widow.

Picker was of the pioneer Picker family, for which the old and new Picker cemeteries were named.

Silent prayer for the early and successful termination of the war is now offered for one minute, daily, at noon, on the St. Louis Merchants' Exchange. The move is similar to one in vogue in Chicago and on other exchanges.

A barge line between St. Louis and Chicago, to begin twice-a-week service, is a possibility next spring, according to E. S. Conway chairman of the Illinois Waterway Board, who was in St. Louis recently. Mr. Conway said the appropriation of \$150,000 made last June for restoration of the Michigan Canal to serviceable condition had been used to good advantage, and that the work is nearly completed. The Chicago line will be operated by the Illinois Barge and Boat Company, with holding interests in Chicago, Peoria, Pekin, Ill., and St. Louis. The boats plan to use the Michigan Canal from Chicago to Peru, Ill., the Illinois River to Grafton, and the Mississippi River to St. Louis. Thomas H. Lovelace, secretary of the Mississippi Valley Waterways Association, has stated that arrangements will be made to interchange freight between this line and the Federal barge line recently inaugurated to New Orleans. The officers of the new company are: J. J. Wait, president; E. T. Harris, vice-president; Sterling Morton, secretary and treasurer. These men represent corporations that have extensive shipping to and from St. Louis.

Edward Foristel, attorney for St. Louis County farmers, who are opposing the bill which would permit marketing in the city only between 5 a. m. and 7 p. m., contended at a public hearing that farmers must market their wares at night to have daylight hours to work on the farm.

The bill was introduced at the request of 87 commission merchants, who wished to escape the standing custom of opening business at midnight. They said the bill would save light and gasoline by confining marketing to daylight hours.

About 40 other commission men, represented by John J. O'Brien, an attorney, are opposed to the proposed change. The opposition will be heard before the bill is reported.

Arrivals of wheat in St. Louis continue large, and all records for this market have been surpassed ever since the crop started to move freely. In September, St. Louis received 5,744,215 bushels, compared with 2,058,318 bushels in the same month a year ago.

Missouri farmers have added 900,000 acres to their winter wheat sowings, the state's corn crop has increased to 149,221,440 bushels, and the final threshing returns show 50,000,000 bushels of winter and spring wheat, and 42,920,000 bushels of oats.

This is the victory crop for October, as announced jointly by the United States Bureau of Crop Estimates

and the State Board of Agriculture. Missouri corn now indicates 149,221,440 bushels against 252,000,000 last year, and 276,336,000 for a full crop, the reports state. The state corn crop is 80 per cent matured, it is said.

With 3,775,000 acres of growing wheat, which, with normal yield at next summer's harvest, will produce 58,000,000 bushels of Liberty wheat, the report says. Seeding was delayed in some counties by grasshoppers and the fear of the Hessian fly, it is said.

Officials of railroads operating eastward from St. Louis report no important change in the general traffic situation from what has prevailed during recent weeks. The movement of Government products still continues to absorb the greater part of the capacity of the railroads, and with the moderate domestic movement of freight a rather tight situation prevails. Business conditions in the sections traversed by these roads remains as good as could be expected under present conditions, including the shortage of labor.

Attorney General Frank W. McAllister arrived in St. Louis recently on his way to Washington to ask for an early hearing in the United States Supreme Court of the state's ouster proceedings against the Merchants' Exchange of St. Louis, to test its right to weigh grain shipped to the St. Louis market.

This suit was filed by former Attorney General John T. Barker at the instance of James Bradshaw, state grain and warehouse commissioner, who complained the Exchange was disregarding a state law in weighing grain.

The Supreme Court of Missouri held the Exchange was without authority to weigh grain and ousted it from its charter. The Exchange appealed to the United States Supreme Court. It is represented by Percy Werner.

## DULUTH

S. J. SCHULTE - CORRESPONDENT

ELEVATOR men and grain handlers on the Duluth market have been rushed with business ever since Labor Day. The clerical staffs of the various offices have been working long hours in order to keep up to date in connection with the details involved in the disposition of grain cars as they have come to hand at the terminals. The great transformation from a year ago is shown in receipts of all grains for the present crop year from August 1 up till October 7, of 27,345,000 bushels, as against 13,237,000 bushels during the same period last season. Operators are counting upon the activity being maintained right up until the close of the lake navigation season. Only 7,000 of wheat was in store here at the low period of supplies in the summer, but with the big run that has been on this fall, the amount of wheat in hand alone has been boosted up to 18,842,000 bushels, with the aggregate of all grains in store standing at 19,857,000 bushels.

Up to October 5, this market was favored by the Grain Control Committee in wheat and other grains being permitted to be routed this way under blanket permits issued to the railroads, while other Western markets have been under strict regulation as regards receipts owing to handling congestion having developed upon them. This point was especially exempted on account of the ample storage space available with the capacity of the elevators here rated at 33,000,000 bushels. Owing to the movement having exceeded the expectations of the trade precautionary measures against the development of congestion were taken a week ago by G. M. Bowman, chairman of the Grain Transportation Committee, in the issuing of an order under which shipments of wheat to the Duluth and Superior terminals are limited to 400 cars a day, apportioned between the railroads as follows: Great Northern, 145 cars; Northern Pacific, 125; Soo, 95; Milwaukee, 25, and Omaha, 10. Shipments of coarse grains to this market have also been brought under the permit system. Shippers at interior points desiring to load out coarse grains for routing this way are required to make application at their loading stations for permits. These applications are mailed to the Grain Control Committee at Duluth, which considers them in the order received and issues permits as handling conditions warrant. Permits are not required, however, for shipments of flaxseed and screenings to the terminals here.

As was commented upon at the beginning of the movement, grain being received at Duluth elevators this fall continues to be of exceptionally high grade. The fly in the ointment is that some smutty wheat is coming in, but the proportion of it being marketed is showing a decrease. Its presence is attributed to growers in some districts having been obliged to take



chances in picking up seed in view of larger acreages being seeded to wheat than had been originally counted upon. Of the 17,603,000 bushels in store in the Head of the Lakes elevators on October 5, 11,703,000 bushels were Nos. 1 and 2 dark northern, and Nos. 1 and 2 northern. No. 3 northern was reported at 228,328 bushels, and all other spring wheat at 2,905,742 bushels. That is regarded as about telling the tale on the score of quality.

\* \* \*

The movement of grain from interior points to this market this fall is under the supervision of a Food Control Committee composed of G. M. Bowman, W. H. Strachan and G. A. Sherwood.

\* \* \*

It has been demonstrated by results this season that wheat can be grown profitably in the Northeastern districts of Minnesota, close to Lake Superior in territory that had hitherto been regarded as too damp for the proper development of the grain. At the Robert Whiteside farm on Big Island in St. Louis Bay near Duluth, 3,000 bushels of wheat were raised on 100 acres. It graded No. 1 Northern. At the County Poor Farm near Duluth, a record of 180 bushels was set on four acres sown as an experiment. Yields of 30 bushels have been reported at other points in this vicinity.

\* \* \*

Christensen & Timmerman have closed out their office at the Duluth market. Application has been made for the transfer of the membership of O. E. Harris, their former manager on this market, to H. F. Carlston, of Devereux & Co., of Minneapolis. The latter house is understood to have no intention of opening up an office on this market at the present.

W. E. Cullen of Chicago has been engaged to act temporarily as traffic commissioner of the Duluth Board of Trade and the Duluth Commercial Club in the absence of G. Roy Hall, now under engagement by the Grain Administration at New York. He has had a wide experience in traffic affairs, having been until recently commercial agent of the Chicago Junction Railway, and previous to that chief rate clerk for two Western roads. The Board of Trade here had been looking for a man to fill the gap on account of important rate questions coming up for determination as a result of the recent advances in freight rates over the country having led to upsetting the relations between the markets as previously established by the Interstate Commerce Commission. Operators at this point contend that Minneapolis has been accorded an advantage in being given a milling-in-transit rate by the Railroad Administration. M. L. Jenks, president, and Charles F. Macdonald, secretary of the Duluth Board of Trade, spent several days in attending hearings at Chicago at which rate problems were grappled with. Operators here are sanguine that a satisfactory readjustment will be made as a result of the contentions put in by elevator interests and operators on this market.

\* \* \*

While receipts of rye have been in less than half the volume of a year ago on the Duluth market so far this season, interest of operators in that grain has shown marked improvement recently. The quotation in spot No. 2 rye here is just ½ cent up from a month ago at \$1.61, and appears to be pegged at around that basis. Demand from Eastern millers is at present on a broader scale, and more liberal shipments from the country to the terminals here are expected from now on as a result of interior elevators over the Northwest receiving instructions to ship in their holdings in view of the movement of wheat having been curtailed for the time being.

\* \* \*

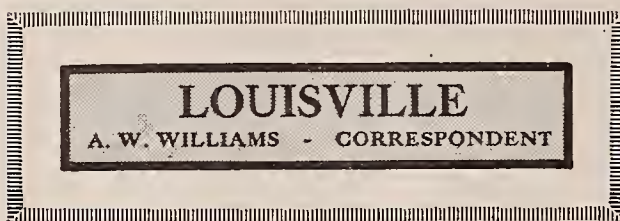
According to the experience of Duluth operators, trade in oats has been slowing down recently as a result of buyers contracting for supplies only from hand to mouth on the declining market that has prevailed for some time. The delay in starting operations in the lumber camps has been a material market factor, in the opinion of R. M. White, of the White Grain Company. He mentioned that one operator in this district, who had 1,800 horses in the woods last winter, has dropped out of the game entirely this season on account of the uncertainty in the lumber market. Only a small tonnage of oats has been shipped East by the lakes from here so far this season.

\* \* \*

Specialists in the barley trade at this point are counting upon putting through a better trade in it from now on. So far, receipts of barley on this market have been only a fraction of what they were last year. That is attributed to lack of demand from millers, whose experiences with barley flour last season were unsatisfactory. Demand for barley as a feed proposition has been noticeable at this market during the last 10 days, and considerable grain is under contract for Buffalo delivery during the next few weeks. The market in barley has lately shared the weakness in corn and oats following German peace talk, but at its present basis of from 83 to 91 cents, it is regarded as a relatively cheap feed. Trading in barley futures will be inaugurated on this market shortly in response to a demand for the privilege. As defined by the Board of Trade, "standard" grade of barley shall consist of barley that is sound and

sweet, tests not less than 47 pounds to the measured bushel, and contains not more than 3 per cent of wild oats, and not more than 2 per cent of foreign material.

The grade "extra" barley is defined as sweet and sound grain, testing not less than 45 pounds to the measured bushel, containing not more than 5 per cent of wild oats, and 3 per cent of foreign material. Extra barley is deliverable under contracts at a penalty of 5 cents per bushel. The inspection of barley, according to the grades, is being conducted by the Duluth Board of Trade Sampling Bureau, of which P. H. Bevis is chief grain sampler.



THE market is in the general process of readjustment due to the new crops, and effect of peace rumors, with the results that prices are rapidly dropping, and business is quiet. The jobbers and brokers report business as generally quiet, with sales representing material for immediate demand only. The elevators are handling about the normal amount of fall business in corn and oats, some concerns not handling any wheat this season. As a whole, things are dull in the elevator trade, but October is generally a dull month, and the situation is no worse than usual.

\* \* \*

Reports from the Kentucky Agricultural Department and from various parts of the state indicate that the 1918 corn crop will not be as large as that of last season, but that corn will be of far better quality. Early reports indicating frosts during late September proved correct, but the frosts were light, and did comparatively little damage. Corn was well along, and comparatively free from moisture when the frosts were experienced, and as they were very light, no damage of moment was suffered. Last season the frosts hit the corn crop while it was still green, and just after heavy rains, while it was still full of water.

\* \* \*

While no large amount of wheat is held by any of the elevators in the Louisville district, with the exception of mill elevators and country elevators, at the same time there is still a fair percentage of the wheat crop still in the state. However, some of it has been moved to primary markets, and holdings are nothing like so large as they have been. It is reported that at the present time there is comparatively little wheat in the hands of the farmers. Millers expect to have to go to the primary markets for supplies before long, and this is indicated by the fact that wheat is becoming scarce, and mills are now paying seven to eight cents a bushel more for No. 2 milling wheat, red winter variety, which is quoted at around \$2.28@2.30 a bushel. The mills have been operating on a 24-hour per day basis, but with orders coming slower and slower. Mixed flour has been slow in taking hold, but is moving better. Many of the corn mills are now operating only about 40 per cent capacity.

\* \* \*

C. A. Villier, of the Kentucky Public Elevator Company, reports that further delay has been experienced in getting machinery installed, but that track sheds and all building has been completed. It is expected that the plant will start handling grain about October 31, and the concern has already been promised all the business that it can handle for local grain concerns.

\* \* \*

The Gold Proof Milling Company, of Louisville, which is controlled by the S. Zorn grain interests, and which is doing a grain or elevator business rather than a milling business, now has a concrete elevator with a daily capacity of about 70,000 bushels. The concern has recently taken out a permit for a sack house to cost about \$25,000. This department will be equipped with six or seven large concrete bins, each with a capacity of one car, and will be used principally for sacking oats, which will be chuted directly to cars on the track. The plant is located on the Illinois Central terminals.

\* \* \*

Harvey S. Williams, of the grain house of Monroe & Williams, in a recent statement made following the sensational collapse of the market, following the report that the Turkish cabinet had resigned, said: "This again demonstrates the fact that regardless of the unparalleled decline, which has occurred during the past 30 days, the market has not yet reached a point where there is a demand of either investment or speculative character of sufficient volume to turn the trend of the market. It was expected that the fixing of a minimum price of \$15.50 for packers' droves at the Chicago Stock Yards for next year's packing season, to apply to pigs farrowed in the

fall of 1918, would furnish the necessary motive to stimulate such a demand, but so far it has had no effect. Conservative traders have realized for many months that there was undue inflation of corn prices and it was evident that the inflation must be offset by exhaustive liquidation. The Government report published during the week will probably further discourage what few friends the market may have, as it indicates a substantial improvement in crop prospects over a month ago, not only of corn but of wheat and oats as well, and instead of scarcity, we are accumulating almost burdensome supplies of grain in this country. The inflation of values referred to above, exists in a lesser degree in oats as well, and even allowing for war conditions 70 cents looks out of line with the 25,000,000 bushels of visible supply."

\* \* \*

Much interest is being manifested by grain dealers in the new plans of the Glencoe Company, of Louisville, formerly the Glencoe Distilling Company. This organization has remodeled its plant, and is now manufacturing syrups from malt, these syrups to be used in making confections, and sweetening soft drinks of various kinds. This is one of the very few distilleries which has been converted for manufacturing some new line consuming grain. The James E. Pepper distillery, at Lexington, Ky., has undertaken to manufacture grain alcohol for the Government, and one or two plants at Owensboro are still making grain alcohol. However, alcohol manufacturing as a whole proved a fizzle with Kentucky distillers, as the plants as a rule were not large enough to operate profitably, and secure the yield that is made by the big spirits plants. High grain and heavy operating costs also made it hard for the small plants to compete with the big plants of Illinois and Indiana. During the year a large number of distilleries have been dismantled for the material contained within, there being a ready market for boilers, mills, machinery, etc. The Kentucky Distilleries & Warehouse Company recently advertised an auction sale of all of its smaller plants and country plants, but withdrew its plants under orders from New York. The breweries will shortly be closed down. Just what will be done with all of these plants is an absorbing question. Kentucky distilleries and breweries formerly represented a tremendous volume of business for the grain houses. Many thousands of cars of corn, rye and barley, malt and other grain products were consumed annually, and the loss of this business is especially felt by the Louisville and Cincinnati grain men.

\* \* \*

C. A. Edinger, of Edinger & Sons, elevator operators of Louisville, has been laid up for several days with a seriously strained neck, resulting from ducking under railroad gates near the plant in beating a train over the crossing.

\* \* \*

Lee Callahan, of Callahan & Sons, elevator operators, is feeling well again and is back at his desk after a vacation. Mr. Callahan had a severe attack of rheumatism this summer.

\* \* \*

Earl Seaman, of the grain house of Nesmith, Wilkes & Seaman, reports that things have been very quiet during the past 10 days, with very little buying, and all buyers endeavoring to buy merely for immediate requirements.

\* \* \*

Receipts of hay on the local market have been somewhat better during the past 10 days, in spite of the fact that the farmers are busy in the fields with corn harvesting, and are not marketing much hay. Receipts have been comparatively small, however, and not sufficient to take care of local as well as shipping demand. The fall races in Louisville, which recently terminated, increased the demand for several weeks. At the present time hay values are a little out of line, due to the scarcity of the product. No. 1 timothy has been quoted at \$33 a ton; No. 1 clover mixed, \$31.50; No. 1 clover, \$28; rye straw, \$12.50 and oat and wheat straw, \$11. Other grades are quoted on the usual differential. Receipts have averaged around 10 cars a day by rail, and a few cars by water.

\* \* \*

Amended articles of incorporation were recently filed by the Kentucky Feed & Grain Company, of Louisville, increasing its capital stock from \$10,000 to \$50,000.

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The Dorsel Grain Company, Newport, Ky., capital \$20,000, has been incorporated by John Dorsel, John H. Dorsel, Fred J. Dorsel and G. E. Tinder.

\* \* \*

A big waterways conference will be held in Louisville on October 23 and 24, by the Ohio Valley Improvement Association, at which time further discussion will be heard relative to keeping up the work on the Ohio River in order to secure a 9-foot stage from Pittsburgh to Cairo, and an effort will be made to show Federal authorities that the Ohio River is entitled to barge lines to improve commerce. Conditions on the Ohio have improved materially during the past few years so far as navigation is con-



cerned, but there has been a steady decrease in power boats and barges, and the necessary tonnage to move shipments was greatly reduced last winter when ice smashed several millions of dollars of boats and barges.

John Clegg & Co., elevator operators of Jeffersonville, Ind., have been somewhat overloaded on wheat, due largely to trouble in securing cars, and the company also reports that inbound hay shipments are being much delayed. However, as a whole transportation has been reasonably good in this section.

At Hopkinsville, Ky., James Cate & Son Company will rebuild burned mill and elevator, which was destroyed at a loss of \$60,000. The new plant will have a daily capacity of 100 barrels of flour, 600 bushels of meal, and 10 tons of hominy and grits.

An amendment has been made to the charter of the Sevierville Grain & Feed Company, at Sevierville, Tenn., near Knoxville, in which the capital stock is increased from \$10,000 to \$30,000.

The Fourth Liberty Loan Campaign in Louisville found Louisville with her quota oversubscribed within one week after the campaign started, the total quota of \$16,714,000 being oversubscribed by \$55,650, in spite of the influenza epidemic, which closed all theaters, public halls, etc., and reduced the advertising of the loan. R. M. Bean, of the Ballard & Ballard Company, was a very active subscription worker. This concern and the other milling, grain and hay houses came to bat in fine shape with big subscriptions, several later increasing their original subscriptions.

## BUFFALO

ELMER M. HILL CORRESPONDENT

OWING to the big congestion of rail grain in the terminal yards at Buffalo, an embargo was placed on the movement of rail grain to Buffalo from points in the Middle West last month but this ban has been lifted and the United States Grain Corporation is again buying rail grain in the Buffalo market. The bulk of grain arriving at Buffalo, however, is flowing into the terminal elevators over the Great Lakes route. At the time the embargo went into effect it is estimated there were 10,000 cars of grain destined to the Atlantic Seaboard caught in the congested freight yards.

Grain receipts by lake have never been so small as they have been this year. This is due to the increased movement of Western grain through Canada to Georgian Bay points. A large part of the American and Canadian grain crops are being moved to France and England by way of Canadian ports. This takes grain away from local elevators and has caused a tremendous slump in the grain business at this port.

Local grain elevators are not equipped to handle a vast amount of rail grain for they have been so constructed to make a specialty of unloading cargoes from lake vessels. Another reason for the temporary congestion is the fact that the railroad lines entering the city from the West have not the switching facilities for keeping the grain moving continuously toward the elevators. Most of the big waterfront elevators do not have direct rail connections with the main trunk lines and all rail grain must be switched over the Buffalo Creek Railway, a short line with limited switching and track facilities so that any great increase in the movement of rail grain causes a temporary congestion.

Local elevator and grain interests are taking a prominent part in the campaign to raise Buffalo's quota of more than \$62,000,000 in the Fourth Liberty Loan drive. Committees have been organized among the members of the Corn Exchange and representatives of the terminal elevators also have a committee through which the subscriptions from them reach the central committee. Names of large subscribers which have been revealed disclose the names of many of the leading elevator and grain companies in the city.

Railroad grain shipments hereafter will be regulated jointly by the Railroad and Food Administrations, through a new system involving the issuance of shipping permits by committees in the different grain zones, according to a telegram received from Washington by C. H. Kennedy, local agent for the United States Grain Corporation. This step has been taken, it is explained, to prevent overloading of storage facilities at primary markets and congestion at seaboard terminals caused by the tremendous flow of rail grain this year, stimulated by an abundant crop and stable prices. In commenting on the new plan, Buffalo grain merchants explain that if unrestricted grain shipments

were to continue, the result would be the use of cars and tracks for storage, congestion of terminals like Buffalo and withdrawals of the cars from other transportation needs. The local committees will consist of representatives of the Food Administration and the railroads. Reports from the Middle West indicate that grain is piling up at Western terminal markets so rapidly that regional directors of the Railroad Administration are making every effort to keep the stocks moving and prevent a congestion at any point between the West and the Atlantic Seaboard.

Grain men, affiliated with the Chamber of Commerce co-operated with the business interests of the city to bring an end to the strike of street railway employees which tied up the city's transportation facilities during the first two weeks of the month. Motor trucks were used to haul grain scoopers to and from the waterfront elevators. Munition plants were crippled and the retail merchants complain that they lost several million dollars in trade.

The Harvey Seed Company has filed plans and specifications with the municipal Bureau of Buildings for the construction of a modern one-story fireproof warehouse at 105 Chicago Street to cost approximately \$4,500. During the past year the company's business has shown a very substantial increase.

Farmers, millers of oats, and grain dealers, in western New York will hold a conference in Buffalo, October 16 in the offices of Charles J. Brand, chief of the Bureau of Markets in the Buffalo district, to consider oats standards. Prices will also be discussed by the grain men. Similar conferences will be held at other points in the country on the question of grain standards. As soon as the new standards are fixed, the United States Grain Corporation will award contracts for the army, deliveries to be made within the next two months.

W. Glenn McCrudden, a nephew of C. H. Williamson of the Wheat Export Company, and a prominent Buffalo boy, has been promoted to the rank of Lieutenant in the regular army. He was a corporal at Camp Devens. Lieutenant McCrudden is well known in elevator and grain circles in Buffalo and his many friends congratulate him upon his promotion in military life.

A number of members of the Buffalo Corn Exchange are eligible for service in the National Army under the new selective service law. Men between the ages of 31 and 36 will probably be the first called by the local draft boards. Young men who formerly were employed in the offices of the Corn Exchange and in local grain merchants' offices are now serving in the army and navy and the ranks of the grain men are being depleted every day. New stars are continuously being added to the big service flag on the 'Change.

## CINCINNATI

K. C. GRAIN - - CORRESPONDENT

FOLLOWING the announcement from Washington that joint regulation of the shipment of grain to the various markets and terminals by the Railroad and Fuel Administrations would be put in effect, in order to avoid the over-crowding of storage facilities and the use of cars on tracks as a means of storing grain, the new system was placed in effect in Cincinnati, as elsewhere. Executive Secretary S. S. Reeves, of the Cincinnati Grain and Hay Exchange, was duly notified that permits will be issued by the Cincinnati Advisory Committee, which has quarters at 523 Union Central Building, and that applications for permits to ship must be accompanied by proper evidence in the shape of certificates or statements from the would-be shipper, in the country, that the grain is ready to ship, or from the consignee, at a terminal, that storage facilities or shipping arrangements have been taken care of. While the permit system, and all that goes with it in the shape of presentation of the evidence referred to, naturally involves a great deal of trouble in the handling of business, and makes it much more complicated than under normal conditions, the grain men realize fully that conditions are not normal. They are heartily in favor of every measure which aids the Government in taking care of its duties and in winning the war, and, accordingly, as far as Cincinnati is concerned, are doing everything in their power to co-operate with the Railroad and Fuel Administrations in the new system.

The spirit of the Cincinnati grain trade, in connection with the restrictions which have been placed upon the movement of grain by means of railroad embargoes and shipment by permit only, was fully shown at the regular meeting of the Cincinnati Grain

and Hay Exchange, held at the Hotel Gibson on the evening of October 1. Following the usual dinner, the new system was thoroughly discussed by the members, in an informal way, and the complete co-operation of the trade was pledged to the Government and the railroads in the matter of handling grain shipments to the best advantage of everybody concerned.

J. P. Stevens, general manager of the Chesapeake & Ohio lines, and chairman of the Operating Committee which has had charge of all railroad matters in Cincinnati, has been of vast assistance to the grain and hay trades in the matter of working out the best manner of taking care of shipments. It was largely through Mr. Stevens that the local trade has had the advantage of previous experience with the system of shipping by permits based on actual arrangements for the disposition of the shipment, as the hay business passing through Cincinnati and handled on the local market was handled in this manner last winter. Mr. Stevens tendered his resignation as chairman of the Cincinnati Operating Committee recently, when his office with the C. & O. was removed to Richmond, Va., but he was persuaded to reconsider this action, as other railroad men and shippers desire to retain the advantage of his long experience in handling traffic.

While Spanish influenza, which has obtained so serious a footing in the East and elsewhere, has made its appearance in Cincinnati, forcing the health authorities, as a matter of precaution, to order the closing of schools, churches, theaters and other places where crowds gather, the authorities have not requested the closing of the Grain and Hay Exchange, and its daily sessions have accordingly continued up to this writing. Should the spread of the disease continue in spite of the precautions taken, it might become necessary to close the Exchange; but its operations are properly regarded as being so essential to the marketing of foodstuffs that the epidemic will have to hit Cincinnati much harder than it is hoped will be the case before trading is prohibited.

Final reports filed with the Chamber of Commerce by the Hamilton County Farm Bureau, through Superintendent Van Atta, county agricultural agent, covering the wheat yield of the crop harvested during the summer, indicate that the average yield of wheat again showed an increase, the yield per acre figuring 22 bushels, as compared with 17 bushels last year; and this increase would have been much more had it not been for unfavorable weather at critical periods. In volume the crop runs about 8 per cent above normal.

The gathering of soft-wheat millers from Ohio, Kentucky and neighboring states, held at the Hotel Sinton, Cincinnati, on September 24, brought about 100 prominent members of the trade to the city, including millers from all representative points in the section indicated. The purpose of the meeting was to discuss the effect of the present regulations of the Food Administration and the Food Administration Grain Corporation as to mixed flour and the shipment of both soft wheat flour and wheat. Millers, who have been in close touch with the Food Administration, and who know its purposes and its attitude toward the trade thoroughly, addressed the meeting, giving in detail their impressions of the situation. It was brought out that the Food Administration appreciates the difficulties under which soft-wheat millers labor, and that it has been endeavoring to help them by purchasing of them considerable quantities of flour for the export trade, as compared with its purchases of hard-wheat flour. Leading men present, however, pointing out these facts in proof of the desire of the Administration to be fair, also declared that the problem of Food Administrator Hoover is to feed half the world out of one bread-basket, and that, in consequence, he cannot be asked to consider the interests of any trade save in a purely secondary and incidental manner. It was conceded at the meeting that the present prices of flour, as fixed by the authorities, are adequate to allow a reasonable profit. Resolutions were unanimously adopted pledging co-operation with the Food Administration, and acquiescing in the suspension of the mixed-flour law for the period of the war. A standing committee of the trade to handle matters of interest as they arise was also decided upon, to be headed by W. L. Sparks, of Terre Haute, Ind.

The Government hay-compressing plant in Cincinnati is being run 24 hours a day in order to speed up the preparation of hay for export, for the use of the American armies abroad, and the Cincinnati Grain and Hay Exchange, for the purpose of supplying the plant with ample supplies for its operations, has granted Government representatives the privilege of purchasing on the local plug track direct. Lieut. R. J. Miller is in charge of forage handling in this district for the Government, and is buying for Southern army camps as well as for the compressing plant, for export.





## ILLINOIS

Geo. Lepold's elevator at Hume, Ohio, has been purchased by the Co-operative Equity Company.

The Sullivan Elevator Company of Sullivan, Ill., has been dissolved, it was recently announced.

A service flag bearing 17 stars is now displayed in the offices of the Halliday Elevator Company of Cairo, Ill.

Repairs are being made on the elevator of the Smith-Hippen Company which is located at Emden, Ill.

Construction work has practically been completed on the new elevator of the Farmers' Co-operative Company at Bruce, Ill.

The capital stock of the Farmers Co-operative Elevator Company of Boody, Ill., has been increased from \$25,000 to \$35,000.

Lewis, Lynd & Co., grain and feed dealers of Springfield, Ill., are succeeded in their business there by C. R. Lewis & Co.

McElhiney & Hubbard's elevator and coal business at Kenney, Ill., has been purchased by the recently organized Farmers Grain Company.

For the consideration of \$9,000 the property of the Downs Grain Company at Downs, Ill., was sold to C. F. Scholer and A. Weedman.

The Farmers' Co-operative Grain Company of Weldon, Ill., has made plans for the construction of a new grain elevator near the railroad at Heyworth, Ill.

The contract has been let by the E. W. Crow Grain Company of Blue Mound, Ill., for the construction of a new elevator there. The old one is to be dismantled.

The interest of Chas. Gilmore in the grain and coal business at Fisher, Ill., conducted under firm name of Verner & Gilmore has been sold by him to J. R. Harmon.

The plant of the Millington Grain & Supply Company at Millington, Ill., is undergoing improvements. The storage capacity is being increased and an office building is being built.

The capital stock of the Farmers' Elevator Company at Homer, Ill., has been increased from \$10,000 to \$20,000. The company will also increase the capacity of its elevator.

The elevator of C. E. Elson at Chenoa, Ill., is to be operated in the future by the E. B. Conover Grain Company of Springfield, Ill. Mr. Elson will retire from the grain business.

The elevator of the Tabor Co-operative Grain Company at Tabor, Ill., is to be rebuilt, the new plant having a capacity of 65,000 bushels. The old elevator burned some time ago.

The name of the Hayes Grain & Feed Company of Illinois which was recently incorporated at Chicago, Ill., has been changed to that of the Hayes Grain & Commission Company of Illinois.

Clarence Walton's elevator at Thomasboro, Ill., has been purchased by the men who hold an interest in the Sharp Elevator at the same place. The men paid \$60,000 for the establishment.

The Farmers' Elevator Company which was recently organized at Kankakee, Ill., will be under the management of Paul Thielen. He was formerly manager of the Del Rey Grain Company of Del Rey.

Capitalized with stock of \$10,000 the Brownstown Equity Exchange has been incorporated at Brownstown, Ill., to erect and operate a grain elevator. M. F. Diveley, B. B. Brown, D. W. Carson and P. R. Davis are interested.

Ray B. Ponder, M. F. Moberly, E. M. Kearney, J. H. Mitchell and Wm. Schuman have filed incorporation papers at Hammond, Ill., as the Hammond Co-operative Grain Company. The organization is capitalized at \$30,000.

Incorporation papers have been filed by the Mechanicsburg Farmers Grain Company of Mechanicsburg, Ill., capitalized at \$10,000. The incorporators of the concern are: William F. Heiss, Fred Bell, Elvin Coe and F. A. Bricker.

Plans are under way by the Honefenger Grain Company of Owaneco, Ill., for the erection of a grain elevator. The proposed plant will be 38x38 feet with a storage capacity of 40,000 bushels. The new building will be constructed near the old plant.

A modern 35,000-bushel elevator is nearly finished at Westville, Ill., for C. B. Spang. The plant will be equipped with modern machinery and will be operated by electric motors. A driveway surrounds the plant providing large dump bins for grain from wagons.

A three-story and basement building is under course of erection at Argenta, Ill., for the Argenta Grain Company. In this structure will be installed mill machinery with a daily capacity of 60 barrels. Spouting will connect the elevator to the mill. Hugh Martin is manager.

W. P. Cavanaugh's new elevator at Kewanee, Ill., is practically completed. It is 18x24 feet, of fire-proof concrete construction, and has a capacity of 20,000 bushels. The grain will be transferred from the old building to the new by means of a conveyor operated by electricity.

## OHIO AND MICHIGAN

The Firelands Elevator Company is interested in the erection of a building at Norwalk, Ohio.

Another elevator has been purchased by L. C. Titus. This elevator is located at West Mansfield, Ohio.

Capitalized at \$10,000, the McMillan Mill & Elevator Company has been incorporated at McMillan, Mich.

S. L. Bookwalter, J. G. Eubank and others have incorporated at New Madison, Ohio, as the New Madison Grain Company. Its capital stock is \$20,000.

The Au Gres Elevator Company of Au Gres, Mich., has completed a new grain elevator of 10,000 bushels' capacity there. The plant is equipped with modern machinery.

If present plans are carried through a grain elevator which will be conducted on the co-operative plan will be built at Reed City, Mich. Members of the Gleaner organization are interested in the proposed plant.

Capitalized at \$60,000, the Riverside Milling Company has been incorporated at Elyria, Ohio, to conduct a grain and milling business. J. Harpster and others are interested.

Incorporation papers have been filed for the Fairmount Grain Elevator Company of Cincinnati, Ohio, capitalized at \$10,000. Murray Risfender and J. Walter Freiberg are interested. The Fairmount company has been granted a permit to build an addition to its elevator which will cost \$50,000.

A new elevator and warehouse is to be built in the near future at Sault Ste. Marie, Mich., for the Hewitt Grain & Provision Company of Escanaba, Mich. The building will be one story in height, 100x200 feet and will be used for a feed and flour warehouse and also as a storage house for vegetables and produce.

## IOWA

The new brick office building at Manson, Iowa, is now occupied by Hakes & Nelson.

The new grain elevator has been completed at Bristow, Iowa. The plant will be operated by electricity.

A grain elevator is to be built on the farm of Mellinger & Sheldon at Burlington, Iowa, in the near future.

A grain elevator located at Goodell, Iowa, has been purchased by Geo. Wolf. He will put same into operation.

The Cargill Elevator Company of which R. A. Lockie is local manager has re-opened its elevator at McIntire, Iowa.

A lease has been secured on the property of the Grandview Elevator Company, Grandview, Iowa, by the Liberty Grain Company.

Nicholas Jelgerhus will operate his new 15,000-bushel elevator and feed shed at Orange City, Iowa, as the Jelgerhus Elevator Company.

The Bailey, Iowa, elevator which was formerly owned by W. F. Jordan has been purchased by Riley Sloan. Mr. Sloan will operate the plant.

The grain elevator and lumber yard of the Burke Bros. at Ute, Iowa, has been purchased by the recently organized Farmers Elevator Company.

The Highland Farmers Association was recently formed at Highland Center, Wapello County, Iowa, for the purpose of buying and selling grain, seeds,

mill feed, etc. Its capital stock is \$20,000. O. J. Bull is named as president; R. Redman, vice-president, and Ray Doak, secretary.

The elevators of the Quaker Oats Company located at Ware, Plessis, Bancroft and Meriden, Iowa, are being overhauled by the cereal concern.

The interest of Marshall Norcutt in the grain business operated at Brooks, Iowa, by Norcutt & Strain has been sold by him to John Strain.

C. E. Donalds has severed his connection with the Shellsburg Grain & Lumber Company of Shellsburg, Iowa. He had been associated with the grain and lumber company for nine years.

V. G. Adams has disposed of his grain elevator at Akron, Iowa, to the Farmers Grain Company. The company will use this plant in connection with its present storage house.

The King Wilder Grain Company has sold its elevator at Mechanicsville, Iowa, to the Jurgenson Grain Company of Olin. The business was formerly conducted by W. G. Dallas.

Anton Miller is president; E. M. McKissick, secretary, and Chas. Thiessen, treasurer, of the recently organized Farmers Elevator Company of Hamburg, Iowa. The company is capitalized with stock of \$25,000. The farmers will build an elevator in the near future.

The contract has been let by Fred C. Mariner, the president of a new corporation which will operate as the Mariner Terminal Elevator Company, for the construction of a grain elevator at Sioux City, Iowa, with a capacity of 50,000 bushels. The plant will be 41x56 feet and will cost about \$100,000. The new elevator will be of concrete construction and will have a trackage capacity for 32 cars with a loading and unloading capacity of three cars at a time. In time additions are to be added which will give the Mariner company a storage capacity of 1,000,000 bushels. This plant is the forerunner of several grain store houses which are to be built in the future at Sioux City.

## MINNESOTA AND WISCONSIN

Braemer & Olson have opened at Lake Park, Minn., a new grain elevator.

Possibly a grain elevator will be built this fall by Frank Chizek on his farm at Canby, Minn.

The S. S. Smith Elevator, located at Excelsior, Minn., has been leased by O. A. Kneeland.

The elevator of Ed. F. Berkner at Sleepy Eye, Minn., is being overhauled and improved.

The Morgan Grain Company has purchased the old Anderson Grain Elevator situated at Springfield, Minn.

John A. Larson has leased the Moore Elevator at Benson, Minn., and will conduct a grain handling business there.

The Van Dusen Elevator at Eyota, Minn., has been purchased by H. W. Iblings. He has the plant ready for operation.

The elevator at New Germany, Minn., has been purchased by the J. C. Whelan Elevator Company at Minneapolis, Minn.

The State Elevator Company's elevator located at Grove City, Minn., has been purchased by the Powers Elevator Company.

The elevator at Lanesboro, Minn., formerly operated by the La Crosse Grain Company, has been leased by C. E. Gillen.

The Farmers Elevator Company has its new elevator at Eldred, Minn., in running order. A spout holder has been installed.

The R. E. Jones Grain Company's elevator at Lakeland, Minn., has been purchased by Hennessey & O'Halloran of Minneapolis, Minn.

Improvements and other changes including the installation of cleaning machinery are to be made to the elevator located at Altura, Minn.

The grain elevator at Augusta, Wis., has been purchased by Teare & Rohde. This firm has been conducting a farm produce business for some time.

The K. & R. Elevator at Leonard, Minn., has been purchased by the Farmers Co-operative Produce Company. G. O. Lundmark will be manager of the plant.

The Security Elevator at Norwood, Minn., has been leased by a farmers organization recently formed in



that town. The company will operate on a co-operative basis and is controlled by following officers: H. C. Franck, president; E. W. Glaeser, secretary and treasurer.

The Atlantic Elevator at Alvarado, Minn., has been purchased by A. H. Nystrom and F. D. Dahlgren. They will operate as the Independent Grain Company.

An eight-ton scale has been installed in the plant of the Madison Farmers Mercantile & Elevator Company of Madison, Minn. The elevator is being remodeled.

B. G. Southhall has purchased the Armenia Elevator at Foxhome, Minn., and is preparing to make numerous changes on it. He owns elevators both at Everdell and Breckenridge.

The grain warehouse, lime and cement business and oil agency of Ed. Baker's at Birnamwood, Wis., has been traded by him for G. J. Arentsen & Son's farm, located just south of Antigo.

An electric motor is being installed in the plant of the Pettit Grain & Potato Company at Vernale, Minn., replacing the gasoline engine which formerly furnished operative power.

The elevator at Poskin, Wis., is now the property of the Poskin Co-operative Store Company. The firm will handle grain and feed, flour, hay, etc., and will also grind feed. Martin Thompson is manager.

An engine house, in which will be installed a Fairbanks Morse 10-horsepower Type "Z" Engine, has been built for the Farmers Elevator Company of Roseau, Minn., of which Paul Anderson is manager.

The warehouse of the Northern Supply Company at Cameron, Wis., is undergoing remodeling and after alterations have been completed will be utilized as a grain elevator. The plant will be operated by electric power.

The storage capacity of the Farmers Elevator Company at Kaukauna, Wis., is being enlarged considerably. In addition to this the installation of new grinding machinery is being made which will increase the plant's daily output of feeds.

#### WESTERN

Wm. O'Loughlin has purchased the West Elevator at Baker, Mont.

A grain elevator has been completed at Newdale, Idaho, for the Intermountain Elevator Company.

Morris & Tennyson, grain and hay dealers of Trinidad, Colo., have dissolved as a corporation.

The business of Billy Miles and his brother, Tom, at Livingston, Mont., has been discontinued by the two. The grain business was started by the brothers in 1882.

Operations have been started in the new warehouse and office of the Saunders Bros. at Madera, Cal., in which they will handle grain and other products.

The elevator of the Montana Elevator Company of Lewistown at Shawmut, Mont., has been purchased by the Montana Equity Elevator Company of Great Falls, Mont.

New equipment is being added to the elevator of Frank Feenan at Diamond, Wash. The additions include a cleaner and dump scales. The plant has a capacity of 28,000 bushels.

The Hayden Co-operative Elevator Company of Hayden, Colo., has made plans for the erection of a 3,000-bushel shovel house at Harrison Siding. R. H. Haisley is manager of the establishment.

The Dalles Farmers Company is building a 50,000-bushel elevator at The Dalles, Ore. The building is of concrete construction and will be equipped with weighing and elevating machinery of the latest type.

The capacity of the Diamond Elevator Company at Diamond, Wash., has been increased from 47,000 to 123,000 bushels. A Barnard & Leas No. 6 Cleaner and dump and Fairbanks Automatic Scales are to be installed.

To engage in a general grain and livestock business the Goodell Company has been incorporated at Silver City, N. M. D. W. Hammack, T. M. Hammack, M. Fowler are interested in the company. Capital stock is \$2,000.

The Gwenford (Idaho) Milling & Elevator Company will operate in the future as the Farmers' Supply & Milling Company with capital stock of \$50,000. C. E. Thomas is president; D. E. Jones, vice-president and Bert Willie, manager.

The 50,000-bushel elevator at Sokulk Station, near Oakesdale, Wash., is practically completed and is equipped with up-to-date facilities for handling grain. The Sokulk Elevator Company, the operating concern, was organized last February with H. E. Kendall, president, and C. J. Flood, secretary.

The White-Dulany Company of Seattle has purchased the warehouse at Palouse, Wash., two at Potlatch, two at Princeton (no p. o.), and one at Harvard (no p. o.). The plants were formerly the property of C. W. McFarland, who will be retained by the new management as district manager, making

Palouse his headquarters. The White-Dulany Company is in charge of the grain buying end of the Fisher Flouring Mill Company.

The new elevator of the Cottonwood Milling & Elevator Company at Cottonwood, Idaho, consisting of 11 bins, and with a capacity of 110,000 bushels, has been completed. In addition to the new plant, the Cottonwood concern operates another 60,000-bushel elevator and a flour mill with a daily output of 125 barrels.

It has been announced by the officials of the Sperry Flour Company of San Francisco, Cal., that the new cement grain elevator which is under course of construction at Tacoma, Wash., will be ready for operation by January 1. The plant consists of 18 tanks and will have a capacity of 500,000 bushels. The building and bins cost \$128,000 and with the machinery installed, the plant will be valued at \$300,000.

#### EASTERN

The Baltimore Pearl Hominy Company has nearly completed its new 100,000-bushel concrete elevator at Baltimore, Md.

John E. Stevens, of Brookline, Wm. S. Crosby and Sumner Crosby have filed incorporation papers at Boston, Mass., as the Stevens-Crosby Company. Its capital stock is \$25,000.

The license of the Brennan Grain Company of Chelsea, Mass., to sell flour has been suspended until January 1, 1919. The grain firm is alleged to have charged excessive prices for flour, etc.

Capitalized at \$50,000, Jobs, Cross & Palmer, Inc., have been organized at Jamestown, N. Y., with the following directors: Earl W. Cross, M. Frank Jobs and Harvey K. Palmer of Jamestown.

Incorporation papers have been filed by Henry Schopick, Samuel Nalveky and Samuel Susman as the Botsford Coal & Grain Company of Newtown, Conn. Its capital stock amounts to \$45,000.

W. H. Watson, J. L. Kinney and M. E. Sullivan, with capital stock of \$300,000, have incorporated at Buffalo, N. Y., as the Evans Elevator Company. This new concern will elevate, transfer and store grain.

A new tariff of rates has been filed by the Iron City Grain Elevator of Pittsburgh, Pa., with the Public Service Commission. The increase will go into effect on October 7 and applies principally to storage and sacking.

The license of the Geo. A. Taylor Company of Oneida, N. Y., operators of elevator, warehouse and mill, has been revoked for the period between September 16 and November 16 by the Federal Food Administration. The company failed to place license number on bills and accounts, sold flour without substitutes and in excessive quantities.

#### SOUTHERN AND SOUTHWESTERN

A large concrete and steel elevator has been completed at Jet, Okla., for the Farmers Exchange.

Improvements are being made to the Bennett Elevator located at Drummond, Okla.

A building 80x80 feet is to be erected at Fort Pierce, Fla., for the Fort Pierce Feed & Grain Company.

Quarters in the Hawkins Building are now occupied by the Seymour Grain Company of Seymour, Texas.

The capacity of the plant operated at Dyersburg, Tenn., by the Ewel Grain Company, is being increased.

A grain elevator will in all probability be constructed at Columbia, S. C., for the Columbia Chamber of Commerce.

The El Campo Cotton Oil Company of El Campo, Texas, has sold its elevator there to the El Campo Rice Mills. The equipment is being removed to its own establishment.

The Hall & Ayers Grain Company has filed incorporation papers at Plainview, Texas, capitalized at \$25,000. E. S. Hall, R. C. Ayers and J. P. Ellingburg are interested.

The charter of the Sevierville Grain & Feed Company of Sevierville, Tenn., has been changed, increasing the capital stock of the company from \$10,000 to \$30,000.

The Bronson Gin & Grist Company has been incorporated at Bronson, Texas, with a capital stock of \$4,000. The incorporators are: E. E. Harris, C. E. Casey and J. W. Meadow.

The Kentucky Public Elevator Company of Louisville, Ky., will be ready for handling grain by October 31. There has been some delay in getting the machinery equipment installed; all buildings and track sheds have been completed.

The Gold Proof Milling Company, a grain firm at Louisville, Ky., has completed a concrete elevator of 70,000 bushels' capacity. S. Zorn has a controlling interest in the concern. The company also expects to build a sack house costing \$25,000 consisting of six or seven bins, each one of which will have a

capacity of one car. The house will be equipped with machinery for sacking oats. The sacked grain will be chuted directly into cars on track. The plant is situated at the Illinois Central Terminal.

The grain department of the Dorsel Company, millers, located at Newport, Ky., has been incorporated and will operate under the name of the Dorsel Grain Company. No change in the personnel of the company has been made and Edw. Linder will remain in charge.

The Donalsonville Grain & Elevator Company of Donalsonville, Ga., has completed a new elevator which has a capacity of 20,000 bushels. The plant is equipped with sheller, Monarch Cleaner, driven with two 20-horsepower engines. F. S. Shingler is president and manager and Dr. Thos. Chason, vice-president of the company.

The Brandon Mill & Elevator Company, Marianna, Fla., is building a 22,000-bushel elevator at Decatur, Ala., which will be equipped with a Western Sheller and Cleaner and two stands of elevators, distributors, man-lift, Richardson Automatic Scales, wagon dumps, car puller, power shovel, power shuck baler, and one 25 and one 20-horsepower motor. This will be operated as the Brandon Elevator Company, owned by W. L. and W. S. Brandon, and managed by W. S. Brandon. They expect to have it ready for operation by November 15.

#### MISSOURI, KANSAS AND NEBRASKA

Construction work has been completed on the new grain elevator located at Lorenzo, Neb.

F. F. Barnes & Son have leased the elevator of T. J. Pace located at Sabetha, Kan.

A new elevator is to be constructed on the B. & M. Railroad for the Farmers Union of Crete, Neb.

An electric motor has been installed in the plant of the Updike Grain Company at Wilber, Neb.

A new grain dryer building is under course of erection at the grain elevator located at St. John, Kan.

The elevator at Newcastle, Neb., formerly owned by Wilkinson & Leubbin, has been purchased by A. H. Hillis.

Capitalized at \$25,000, the Farmers Union Co-operative Association has been incorporated at Sidney, Neb.

The Eagle Mill & Elevator Company is building an addition to its warehouse which is located at Mayview, Mo.

The elevator located at Marysville, Kan., operated by Frank L. Root, is undergoing changes and is being enlarged.

The Farmers Grain & Livestock Company has built a new grain elevator of 35,000 bushels' capacity at Norfolk, Neb.

The capital stock of the Modern Grain & Flour Company at Pittsburg, Kan., has been increased from \$25,000 to \$50,000.

The plant of the Blair Elevator Company at Atchison, Kan., is being equipped with dust collectors and a ventilator.

The new office of the Farmers' Grain & Milling Company at Potter, Neb., has been completed and is now occupied by the grain firm.

The Farmers' Union Exchange has been formed at Wynot, Neb., and will conduct a grain business. The organization is capitalized at \$15,000.

S. W. Arnold has asked for permission to move the grain elevator now located at Gibbs, Mo., to Kirksville, Mo. Kirksville, as yet, has no elevator.

R. L. Gross, who owns and operates a grain elevator at Tarkio, Mo., has purchased the elevator at Fairfax, Mo., owned by the Elwood Grain Company.

T. M. and Clay Marlow have disposed of their interest in the New Florence Mill & Elevator Company at New Florence, Mo., to E. D., W. E. and J. L. Bush.

The Crawford County Farmers' Union Co-operative Association now owns and operates the grain elevator at Beulah, Kan. G. Hyndman is agent of the plant.

The Farmers' Elevator Company of which F. W. Kusek is manager is contemplating the erection of a new grain elevator at Tarnov, Neb., during the year 1919.

Modern elevator machinery is to be installed in the new elevator of the Farmers Union Grain Company of Comstock, Neb., which is under course of erection now.

A concrete elevator of 17,000 bushels' capacity is being built at Mercer, Neb., taking the place of the old one, which is being razed. N. A. Johnson is the owner of the plant.

The plant of the Shellabarger Mill & Elevator Company at Walker, Kan., has been purchased by the Farmers' Grain & Co-operative Union. H. E. Baxter will be manager.

The Pendleton Grain Company of St. Louis, Mo., has leased, it is reported, the I. C. Elevator at Cairo, Ill., which has been standing idle for the past two



years. The Pendleton concern will store grain for the United States Food Administration and began receiving grain early in the month of October, it is said.

The elevator and mill at Cabool, Mo., operated by the Bauch Mill & Elevator Company, has been purchased by Texas interests. J. H. Ong is in charge of the management.

E. R. Chamberlain and others are the incorporators of the Farmers Elevator Co-operative Association of Winnebago, Neb., which has been organized recently, capitalized at \$50,000.

Earl Fisher has started to build a new elevator at Peru, Neb. The new establishment will occupy the site on which the old Pettit Elevator formerly stood. The latter is being torn down.

The rooms formerly occupied by the Borin Grain Company in the Omaha (Neb.) Grain Exchange, are now used by the Holmquist Elevator Company, which found it necessary to increase its office space.

The Kansas Central Elevator at Leavenworth, Kan., has been leased by the Moore-Lawless Grain Company. The plant has a capacity of 17,000 bushels. The plant is to be overhauled and the present capacity increased.

The elevator property of the Farmers' Union Co-operative Association at Tecumseh, Neb., is undergoing numerous improvements. The elevator is being reroofed and a storage room is being built. A new office building will also soon be constructed. J. A. Harvey is manager.

The Potts-Colwell Elevator at Bookwalter, Neb., and the Potts Elevator at Pawnee City, Neb., has been purchased by J. F. Bookwalter. He will operate the establishments under the name of the Pawnee Grain Company. John Cathrell will be manager of the elevator at Pawnee City.

## INDIANA

The Williamsport Grain Company located at Williamsport, Ind., has equipped its elevator with three new electric motors.

Because it was operating without a license the Bassett Grain Company of Indianapolis, Ind., has been closed down, it is reported.

E. B. Adamson has purchased from Fred Elliott the latter's elevator at Modoc, Ind. He will conduct the establishment as the Lynn Elevator Company.

J. W. Waltz, Henry E. Waltz and Gertrude E. Waltz are the directors of the New Palestine Grain Company of New Palestine, Ind. The company is capitalized at \$30,000.

L. A. DeBolt has purchased the Monroeville, Ind., elevator, hay and coal business of DeBolt & Niswonger. The new proprietor will continue operating the business under the name of L. A. DeBolt. He is installing a three-high Sprout-Waldron Feed Mill. Other changes are also being made to the plant.

Farmers in the vicinity of Liberty Center, Ind., have incorporated under the name of the Farmers Elevator Company and have capital stock of \$35,000. The directors of the organization are: Lee Hiblen, Frank C. Garrett, Alfred Kerriman, Robert Dickie, James Gordon, J. P. Mounsey, James U. Jackson, D. Frantz and S. Houtz.

## CANADA

The Prairie Grain Company of Victoria, B. C. has discontinued business operations.

S. J. Fisher of Barrie, Ont., will erect two large storage tanks for grain at a cost of \$8,000.

Wm. Hodgins of Clandeboye, Ont., has been succeeded there by the Clandeboye Elevator Company.

The Quebec Elevator & Milling Company, Ltd., of Quebec, Que., has filed incorporation papers there.

The Eriksdale Farmers Elevator Company, Ltd., of Eriksdale, Man., has been incorporated with a capital stock of \$15,000.

John Novokshonoff and N. P. Vanjobb of Buchanan, Sask., have sold out to the Alberta Pacific Grain Company.

The Greenshields Elevator Company, Ltd., has been incorporated to operate at Edmonton, Alta. Its capital stock amounts to \$20,000.

The Grain Growers B. C. Agency, Ltd., of New Westminster, B. C., intends to change its name to that of the United Grain Growers B. C. Agency, Ltd.

A charter to operate in the Province of Alberta has been granted the Islay Elevator Company, Ltd., which will be located at Edmonton. Its stock is \$20,000.

An Alberta Charter has been granted the Irma Elevator Company, Ltd., backed with stock which totals \$20,000. The company will conduct its business at Edmonton, Alta.

A meeting of the Board of Directors of the Saskatchewan Co-operative Elevator Company was held at the headquarters of the company in Regina

recently. Nothing of a public nature transpired, it was reported following the meeting. F. W. Riddell, general manager, left for Winnipeg, immediately after the adjournment of the meeting, where he spent a few days on business.

The Saskatchewan Co-operative Elevator Company has this year 312 country elevators. This is a considerable increase over the number of elevators owned by the firm last year. There are now over 1,000 grain elevators in Saskatchewan, of which one-sixth is owned by this company.

The Turner Elevator Company of Winnipeg, Man., has sold out to the Alberta Pacific Grain Company.

Among the 30 entries which were made in the Saskatchewan Grain Growers' Association's seed grain competition last month in Regina, R. E. Raymond, secretary-treasurer of the Rockhaven Grain Growers' Association, who won fourth place in the grand challenge, announces that D. E. McWhirter of that district, who again captured the first prize for the best individual exhibit of wheat in the same competition, is arranging to place the same on exhibit in Kansas City during the month of October. Arrangements are being made with the Department of Agriculture of Saskatchewan for the entering of the grain, along with others from this Province.

## THE DAKOTAS

The Ole A. Haug Elevator at Fairdale, N. D., has been purchased by Ernest Wilcox.

L. M. Engelson has erected at Midway, N. D., a new grain elevator 20x30 feet.

The Malby Elevator, located at Scenic, S. D., is now the property of M. Arnold of that place.

W. E. Tucker has obtained possession of the St. Anthony Elevator, located at Berthold, N. D.

The elevator located at Carrington, N. D., has been purchased by Andrew Nelson of Donaldson, Minn.

The A. N. Sorbo Elevator located at Crosby, N. D., has been leased from Mr. Sorbo by Wm. Nott.

Extensive improvements are being made to the elevator of the Farmers Elevator Company at Zap, N. D.

The State Elevator Company has disposed of its Hoople, N. D., elevator to the Powers Elevator Company.

Capitalized at \$15,000 the Van Hook Grain & Trading Company of Van Hook, N. D., has been incorporated.

Capitalized with stock of \$25,000, the Farmers Co-operative Elevator Company has been incorporated at Lidgerwood, N. D.

The Hartin Grain Company is now located in the Metcalf Elevator, Lakota, N. D., and is prepared to handle grain.

The Powers Elevator at Gladstone, N. D., has been purchased by the owners of the Farmers Elevator which burned recently.

The Napoleon Elevator Company, formerly operating at Napoleon, N. D., as a corporation has been dissolved as such.

Jas. G. Rathburn of Webster, S. D., has leased the elevator at Waubay, S. D., owned by the Farmers Union Elevator Company.

The interest in the East Elevator at Ipswich, S. D., formerly controlled by P. J. Moritz has been purchased by Geo. M. Engler.

A new engine has been installed in the plant of the E. A. Brown Elevator Company at Bemis, S. D. C. F. Pierce is manager.

The plant of the Western Improvement Company located at Odessa, N. D., has been purchased by the Grant Grain Company of Carson.

An electric plant has been placed in the Farmers Elevator located at Garden City, S. D. The plant will cost in the neighborhood of \$4,000.

The Farmers Grain Company has been incorporated at Tea, S. D., by the following men: Fred Ritter, G. Duetsman and A. J. Groenwald.

The Farmers Elevator at Roth, N. D., was closed down a while ago because of the inability of operators to secure a man as manager of the elevator.

The St. Anthony & Dakota Elevator at Knox, N. D., has been purchased by Tom Watland and M. F. Hrabe. The plant will be operated under the management of Martin Steen.

G. A. Kositsky, R. H. Kositsky, and W. M. Volkamper have filed incorporation papers at Winner, S. D., as the Rosebud Grain Company. The organization is capitalized at \$7,500.

W. I. Thompson of Madison has purchased the Snyder & Allen Elevator located at Flandreau, S. D. The firm which has operated the plant is one of the oldest in the state, it is said.

The Consolidated Elevator Company of Duluth, Minn., permitted its grain elevator at Walum, N. D., to stand empty refusing the local Farmers Elevator Company the privilege of leasing and operat-

ing same. The scarcity of grain storage room in the state led the Council of Defense to investigate with the result that plant will be leased to local parties after a careful inventory has been made. A reasonable rental charge will be paid owners.

Incorporation papers have been filed at Venturia, N. D., as the Venturia Farmers Elevator Company, capitalized at \$25,000. J. H. Wishek, Lewis Walker and W. L. Johnson are interested.

Capitalized at \$6,000, articles of incorporation have been filed at Concrete, N. D., for the Farmers Elevator Company by Oliver M. Lawson, R. J. Baulig, Wm. Armstrong and others.

Farmers of Fairfax, S. D., have organized as the Farmers Union Co-operative Elevator Company and have purchased the old Trans-Mississippi Elevator. F. H. Weibelhaus is manager of the concern.

Construction work is practically completed on the new elevator of the Farmers Co-operative Company at Bruce, S. D. Machinery is being installed and operations are to be started in the near future.

A house with storage capacity of 15,000 bushels has been completed at Meckling, S. D., for the Steel Bros. & Orr Elevator Company. This concern, of which J. W. Steel is president, will handle grain, coal and livestock.

The contract has been let by the owners of the Farmers Elevator Company at Webster, S. D., for the repairing of the elevator which is to be operated as the Webster Equity Elevator & Trading Company.

Farmers in the vicinity of Emrick, N. D., have organized an elevator company there as a branch of the Equity Co-operative Exchange of St. Paul, Minn. R. M. Streibel is secretary; J. M. Lloyd, president; C. A. Krueger, Carl Stabbert and S. Erman, directors.

The West Elevator of the Betts & Maloney Elevator Company at Humboldt, S. D., has been sold to the Farmers Elevator Company. Possession was to be given the new owners by October 1. The Betts & Maloney concern still control their East Elevator at Humboldt, conducted by F. J. Fehlhaber.

## GRAIN PRICES IN ENGLAND

An order issued under date of August 31, 1918, by the Food Ministry fixes maximum prices within the United Kingdom for wheat, rye, barley, and oats of the 1918 harvest. The highest price fixed under this ruling for wheat and rye is \$18.61 per quarter of 504 pounds; for barley, \$16.30 per quarter of 448 pounds; and for oats, \$12.65 per quarter of 336 pounds. The complete schedule of maximum prices follows:

Date of sale of grain sold.	Wheat and rye per quarter of 504 pounds.	Barley per quarter of 448 pounds.	Oats per quarter of 336 pounds.
Where sale is made before Oct. 1, 1918, the price shall not exceed.	\$18.37	\$16.30	\$11.56
Where sale is made in the month of October, 1918, the price shall not exceed.	18.37	16.30	11.68
Where sale is made in the month of November, 1918, the price shall not exceed.	18.37	16.30	11.80
Where sale is made in the month of December, 1918, the price shall not exceed.	18.37	16.30	11.92
Where sale is made in the month of January, 1919, the price shall not exceed.	18.49	16.30	12.04
Where sale is made in the month of February, 1919, the price shall not exceed.	18.49	16.30	12.17
Where sale is made in the month of March, 1919, the price shall not exceed.	18.49	16.30	12.29
Where sale is made in the month of April, 1919, the price shall not exceed.	18.61	16.30	12.41
Where sale is made in the month of May, 1919, the price shall not exceed.	18.61	16.30	12.53
Where sale is made on or after June 1, 1919, the price shall not exceed.	18.61	16.30	12.65

Where oats suitable for the manufacture of oatmeal, rolled oats, flaked oats, oat flour, or other oats products for human consumption are bought by an oatmeal miller or other manufacturer specifically for the purpose of such manufacture, or by a recognized dealer buying for the purpose of filling a specific order given in writing by such a miller or such a manufacturer, the maximum price is to be ascertained by adding \$0.73 per quarter to the standard rate.

In the case of wheat, rye, and barley so damaged as to be unfit for use in the manufacture of human food and wheat, rye, and barley tailings, dressings, and screenings which are unfit for use in the manufacture of human food, the maximum price is to be ascertained by deducting \$1.70 per quarter from the standard rate.

In the case of oats improperly cleaned or con-



taining an undue quantity of soil, and in the case of oats tailings, dressings, and screenings, the maximum price is to be ascertained by deducting \$1.22 per quarter from the standard rate.

On the occasion of a sale of any home-grown grain which has been mechanically treated by gristing, crushing, bruising, kibbling, splitting, or other kindred process, or which has been kiln dried or dried by other mechanical method, the maximum price is to be ascertained by adding to the price otherwise applicable under this order the cost of such treatment, not exceeding a usual and reasonable charge.

The order does not apply to any grain suitable for seed and sold specifically for that purpose.

### IRRIGATION IN WESTERN CANADA HELPS GRAIN CROP

The finest crops in the country are to be seen on the irrigated land in Southern Alberta. This is a remark invariably made by those who have traveled through Western Canada. And there is no doubt that this remark is true if all the crops on irrigated land in Alberta are as good as those near Brooks. This is a small town on the main line of the Canadian Pacific Railway, about a 100 miles from the city of Calgary, and the center of one of the most fertile pieces of country on the continent. Though sparsely settled, it is estimated that 250,000 bushels of wheat will be harvested from irrigated lands in this district this year. Many fields will yield from 30 to 40 bushels to the acre. While there is nothing extraordinary about yields of this kind such being obtainable every year, the fields upon which water has been applied afford a very striking contrast to those to which no water has been applied. The summer having been excep-

tionally dry and hot has made the crops on non-irrigated land in this territory in some cases almost a total failure. But where water has been applied healthy crops will not only remunerate the farmer for his labor and the capital invested in his land, but will also help to fill the Allies' granaries.

It is not only the older settlers who have these large crops. South of Brooks a farmer who came to Alberta last fall had about 200 acres sown to wheat on new breaking. Parts of it were irrigated in the fall and twice in the spring and summer. Here a yield of 40 bushels to the acre is assured. Other parts which were irrigated twice this spring and summer, but not at all last fall, should yield up to 35 bushels to the acre. Still other parts were irrigated once only, this year, and the yield will not be so good. Altogether this farmer's crop on 200 acres should average about 35 bushels to the acre, the returns from which at present market prices being not at all bad for the first year's working. One of the best yields is that of a farmer who settled in Alberta not quite two years ago. This field consists of 90 acres of wheat which the owner anticipates will thresh out at 40 bushels to the acre. Two brothers who came from Nebraska two years ago with very little capital expect to thresh from their crop of 200 acres of wheat at least 30 bushels to the acre. Doubtless there are several other cases similar to these.

Large crops of oats, barley, all kinds of grasses, clovers and alfalfa are also to be seen on land where water has been applied. The diversity and abundance of the crops that can be grown here surprise one. It is not difficult to realize the immense boon water is. Grains, grasses, alfalfa, vegetables, small fruits yield bountiful crops under its magic spell. Assuring the farmer as it does of remunerative crops every year, it will make this part of Alberta one of the most prosperous districts on the continent.

## OBITUARY

**BOURNIQUE.**—Lieut. Joy C. Bournique, a member of the Chicago Board of Trade, died from injuries received at the Battle Front in France. Mr. Bournique is the nephew of J. F. L. Curtis of Clement, Curtis & Co.

**BOYER.**—After a long illness, E. C. Boyer died on September 18 at the age of 48 years. Mr. Boyer had for a number of years been engaged in the grain and lumber business at Tampico, Ill., but sold out a year ago, going to Sterling, Ill. His widow and four children are left.

**DREER.**—William F. Dreer, following an illness of three months' duration, passed away at his home in Woodstock, Vt., recently. He was president of the Henry A. Dreer Seed Company. Mr. Dreer learned the seed and nursery business in Germany and Paris and for nearly 50 years had control of the business. Two years ago he retired from active management of the concern.

**FRENCH.**—On September 15, Chas. F. French, a prominent grain man of Randolph, Mass., died at that city.

**GOLDBERG.**—Pneumonia, superinduced by Spanish influenza, caused the sudden death of Kolman Goldberg on September 29 at his home in Hartford, Conn. Mr. Goldberg was interested in the grain and feed business although he had not been actively engaged for over a year. Mr. Goldberg is survived by his widow and seven children.

**GRISWOLD.**—Pneumonia caused the death of Thomas Newton Griswold, a life long resident of Wethersfield, Conn., and a pioneer seedsman. He operated under the name of Thomas Griswold & Co. The firm was organized in 1845 by his father.

**KALB.**—At the age of 60 years, E. William Kalb, for many years a member of the Chicago Board of Trade, passed away at Chicago. Mr. Kalb formerly handled foreign grain for different commission firms on the Exchange.

**KELLEY.**—Pneumonia caused the decease of Wm. J. Kelley of Ware & Leland, a Chicago commission concern, at his home in Chicago, Ill. Mr. Kelley had been a member of the Chicago Board of Trade for five years and was one of its youngest members, being only 29 years old at the time of his death.

**LITTLE.**—At the age of 37 years, Edgar P. Little, president of Webb & Maury, grain brokers and dealers of Memphis, Tenn., died from pneumonia. He was a member of the Memphis Merchants Exchange. His widow and two children are left.

**MCLELLAN.**—Aged 60 years, John McClellan, a grain man of Bowmanville, Ont., died on September 20. His widow and two brothers are left.

**MUMBY.**—At the age of 91 years, Joseph Hamilton Mumby of Baldwin, L. I., N. Y., died at his home there. Mr. Mumby was born in Georgetown,

Washington, D. C., in the year 1828. For a number of years he conducted a grain, feed and flour business at Brooklyn, N. Y. When the gold seekers rushed to California in 1849 he joined them but came back to Brooklyn in 1852. He was a veteran of the Civil War. He is survived by his two daughters and one grandson, now a lieutenant in the U. S. army.

**MATHENY.**—On September 28, Chas. O. Matheny, one of the oldest grain men in the state of Illinois, died at his home in Springfield, Ill., at the



THE LATE CHAS. O. MATHENY

age of 67 years. A son and daughter survive him. Mr. Matheny operated a hominy mill in 1882 at Springfield and when that plant burned down he bought a membership in the Chicago Board of

Trade and engaged in track buying and brokerage business at Springfield.

**PARET.**—Henry Wilber Paret died at New York recently. Mr. Paret was a member of Shearson, Hammill & Co. and held membership on the Chicago Board of Trade.

**RANDOLPH.**—Chas. Randolph, formerly president and secretary of the Chicago Board of Trade, died in Baltimore and was buried at Chicago on September 8.

**SEIFRED.**—Louis Seifred died at New York at the age of 78 years. He was a member of the New York Produce Exchange.

**TOMPKINS.**—Emory V. Tompkins died at his home in Yonkers, N. Y., on September 29 at the age of 72 years. Mr. Tompkins had been engaged for a great number of years in the grain business in New York City. His widow and two sons survive him.

**VANSANT.**—Announcement was made recently of the death of W. H. Vansant of Clifton, Ill., a member of the Chicago Board of Trade. Mr. Vansant was secretary of the R. F. Cummings Grain Company.

**WRENN.**—At the age of 72 years, Thomas A. Wrenn, for 18 years engaged in the grain and flour business at New York City, died at his home there. Mr. Wrenn was a member of the New York Produce Exchange. His widow and three children survive him.

**YOUNG.**—On September 17, Alexander McD. Young, a pioneer grain man located at Milwaukee, Wis., passed away. Mr. Young was born 75 years ago at Coburg, Can., and moved to Milwaukee, Wis., nearly 60 years ago. With his brother, William, he speculated in wheat operating in Milwaukee, Chicago and New York. He was one of the original members of the Milwaukee Chamber of Commerce and at the time of his death was its only honorary member.

### RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at leading terminal markets in the United States for the month of September, 1918:

**BALTIMORE.**—Reported by Jas. B. Hessong, secretary the Chamber of Commerce:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus...	3,234,802	1,218,065	2,052,680
Corn, bus...	146,620	256,277	897,814
Oats, bus...	574,099	2,691,246	490,877
Barley, bus...	5,252	2,239	63,700
Rye, bus...	29,756	819,670	827,781
Hay, tons...	3,111	2,974	1,375
Flour, bbls...	125,616	265,038	56,921

**CHICAGO.**—Reported by John R. Maufl, secretary the Board of Trade:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus...	14,872,000	2,010,000	10,228,000
Corn, bus...	9,530,000	2,931,000	2,857,000
Oats, bus...	11,417,000	14,767,000	8,730,000
Barley, bus...	1,183,000	2,475,000	181,000
Rye, bus...	612,000	551,000	135,000
Timothy Seed, lbs.	3,198,000	6,525,000	1,774,000
Clover Seed, lbs.	192,000	1,346,000	191,000
Other Grass Seed, lbs.	890,000	5,485,000	404,000
Flax Seed, bus.	13,000	1,000	1,000
Broom Corn, lbs.	1,838,000	2,257,000	703,000
Hay, tons...	24,320	22,218	2,330
Flour, bbls...	919,000	622,000	597,000

**CINCINNATI.**—Reported by S. S. Reeves, executive secretary, the Cincinnati Grain and Hay Exchange:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus...	430,000	470,850	470,850
Corn, bus...	295,900	127,600	127,600
Ear Corn, bus...	18,200	145,464	28,889
Oats, bus...	526,400	260,800	260,800
Rye, bus...	33,000	12,100	12,100
Feed, cars...	101	101	101
Hay, cars...	830	830	830

**CLEVELAND.**—Reported by F. H. Baer, traffic commissioner, the Chamber of Commerce:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus...	412,576	68,091	14,495
Lake, bus...	107,500	14,495	16,200
Corn, bus...	206,847	81,383	145,464
Oats, bus...	568,011	778,183	300,449
Barley, bus...	9,448	1,805	156,860
Rye, bus...	7,630	25,823	10,236
Hay, tons...	3,449	4,546	1,384
Flour, bbls...	73,354	70,317	6,948

**DETROIT.**—Reported by M. S. Donovan, secretary the Board of Trade:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus...	186,000	222,000	18,000
Corn, bus...	344,000	92,000	30,000
Oats, bus...	412,000	495,000	92,000
Barley, bus...	5,000	5,000	86,000
Rye, bus...	91,000	99,000	1,000

**DULUTH.**—Reported by Chas. F. Macdonald, secretary the Board of Trade:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus...	275,774	660,921	1,001,146
Corn, bus...	32,572	1,534	54,043
Oats, bus...	3,593	482,133	11,123
Barley, bus...	1,561	81,353	200,730
Rye, bus...	24,089	76,036	27,364
Flax Seed, bus.	44,730	72,045	96,926
Flour Prod...	610,970	294,650	141,888
Flour, bbls...			72,045



**INDIANAPOLIS**—Reported by Wm. H. Howard, secretary the Board of Trade:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus...	416,250	380,000	227,500
Corn, bus...	1,938,750	766,250	582,500
Oats, bus...	1,567,800	2,993,400	509,400
Rye, bus...	66,250	105,000	8,750
Hay, cars...	139	140	43,750

**MINNEAPOLIS**—Reported by H. W. Moore, statistician the Chamber of Commerce:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus...	18,712,640	11,569,260	2,190,110
Corn, bus...	1,098,830	173,110	353,090
Oats, bus...	5,764,430	5,714,670	2,635,420
Barley, bus...	4,509,710	5,858,990	2,226,300
Rye, bus...	2,395,570	1,823,620	382,180
Flax Seed, bus...	535,500	265,000	56,640
Hay, tons...	1,755	2,418	23
Flour, bbls...	63,879	64,460	1,815,078

**NEW YORK CITY**—Reported by H. Heinzer, statistician the Produce Exchange:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus...	6,140,900	5,706,962	.....
Corn, bus...	137,200	623,215	.....
Oats, bus...	1,426,800	1,122,490	.....
Barley, bus...	53,050	44,640	.....
Rye, bus...	147,600	45,447	.....

**OMAHA**—Reported by F. P. Manchester, secretary the Grain Exchange:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus...	2,772,000	630,000	1,864,800
Corn, bus...	2,546,400	2,052,000	2,083,200
Oats, bus...	3,060,000	2,516,000	3,060,000
Barley, bus...	502,200	277,200	325,800
Rye, bus...	44,000	89,100	29,700

**PHILADELPHIA**—Reported by A. B. Clemmer, secretary the Commercial Exchange:

Receipts		Exports	
1918	1917	1918	1917
Wheat, bus...	3,284,174	1,453,581	2,858,967
Corn, bus...	20,442	219,543	9,352
Oats, bus...	785,028	2,631,561	201,013
Barley, bus...	5,000	.....	1,112,573
Rye, bus...	189,354	160,016	60,000
Flour, bbls...	131,648	165,997	108,428

**PORTLAND, MAINE**—Reported by Geo. F. Feeney, traffic manager, the Chamber of Commerce:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus...	2,209,440	247,700	.....
Oats, bus...	290,900	40,450	.....

**ST. LOUIS**—Reported by Eugene Smith, secretary the Merchants' Exchange:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus...	5,744,215	2,058,318	5,269,970
Corn, bus...	1,483,851	698,235	696,100
Oats, bus...	2,375,045	3,592,175	2,109,240
Barley, bus...	64,000	421,450	22,170
Rye, bus...	56,100	64,390	22,080

**TOLEDO**—Reported by Archibald Gassaway, secretary the Produce Exchange:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus...	616,800	624,800	67,810
Corn, bus...	204,300	51,000	46,950
Oats, bus...	1,048,450	917,600	1,426,830
Barley, bus...	6,000	4,200	32,100
Rye, bus...	42,000	24,600	44,160

**PEORIA**—Reported by John R. Lofgren, secretary the Board of Trade:

Receipts		Shipments	
1918	1917	1918	1917
Wheat, bus...	389,400	236,400	434,900
Corn, bus...	3,570,800	711,300	1,796,700
Oats, bus...	760,600	2,138,300	850,500
Barley, bus...	149,900	589,800	350,000
Mill Feed, tons...	5,440	6,150	12,811
Seeds, lbs...	180,000	570,000	180,000
Broom Corn, lbs...	15,000	75,000	15,000
Hay, tons...	4,560	5,200	940
Flour, bbls...	299,800	184,200	281,000

## CROP CONDITIONS IN GERMANY

Crop prospects in Germany are contained in a report recently received by the Philadelphia Export Company, 422 Bourse Building, from their agent in Scandinavia. The information was obtained through a Dane who recently returned to Copenhagen from Germany. In regards to rye and wheat, the report says that "the growth of the winter crop in Germany was favored by the weather in spring, so that the prospects were promising a good average crop in spite of the lack of fertilizer which is making itself felt. The low temperature in June going below freezing point some nights, especially in the Southern and Northwestern parts of Germany, has however, reduced their prospects, some of the ears being sterile on account of the night frost. Conservative statisticians estimate the total crop result to be below average, while the straw yield of the winter crop is said to be good. Spring grains have suffered from lack of rains, the rain fall in the middle of June, however, having improved the growth to a remarkable degree. The yield therefore should be over the bad results of last year's crop, even if the average yield of barley and oats were not reached. According to the official reports it will in any case be out of the question for the breweries to have the quantity of barley allowed them increased."

# HAY, STRAW AND FEED

A feed yard has been opened at Alva, Okla., by Ike McHenry.

The Geo. Harper Feed Store at Carthage, Mo., has been purchased by R. W. Butler.

The feed store of Mr. Sanders at Waupaca, Wis., has been shut down.

Holeman & Arnold's feed store at Providence, Ky., has been purchased by A. E. Lemon.

Richard McKennitt, Markdale, Ont., Canada, has discontinued his feed and flour business there.

A feed and flour business is to be conducted at Pennellville, Oswego County, N. Y., by Silas Godfrey.

A branch feed warehouse has been opened at Montague, Mass., for the Potter Bros. of Greenfield.

Capitalized at \$30,000, the Indiana Flour & Feed Company has been incorporated at Jasonville, Ind.

The feed store of J. M. Brown at Beeville, Texas, has been moved to the Beasley & Florney Building there.

The feed and produce business of Geo. Deyo at Urbana, Ohio, has been sold by him to William LaFever.

S. M. Pailing is in the Naval Aviation Service. Mr. Pailing was with the Gate City Hay & Grain Company of Omaha, Neb.

H. T. Weston and others have filed incorporation papers at Beatrice, Neb., as the Beatrice Feed Company. Its capital stock amounts to \$25,000.

A. H. Clark & Son's property at Lebanon Springs, N. Y., was sold on September 21. The feed and flour firm went into bankruptcy some time ago.

The feed, seed, grain, hay and flour business of Edw. Baker at Birnamwood, Shawano County, Wis., has been purchased by G. J. Arentsen & Son.

Henry Stellwagen has opened a flour and feed business at Frankfort, Ill. Mr. Stellwagen was formerly manager of the Frankfort-Spencer Grain Elevator.

A feed and flour warehouse has been built at Hutchinson, Minn., for the Farmers Co-operative Elevator Company, which already conducts a grain elevator there.

A fine of \$10 was imposed upon F. Kershner, a feed dealer of Nashville, Tenn., for selling feed at a higher price than permitted by the Food Administration.

The Government has appointed Jos. F. Huey as hay inspector to be located at Toledo, Ohio. Mr. Huey is son of William H. Huey, a Philadelphia wholesale hay receiver.

The feed department located at the Lamb Store at North Platte, Neb., has been purchased by Leyboldt & Pennington, who have also leased the store-room and warehouse.

The charter of the Southwestern Fuel & Feed Company at El Paso, Texas, has been amended increasing the capital stock of the feed concern from \$15,000 to \$30,000.

Maurice J. Cohen is now connected with the U. S. Food Administration Feeding Division, under Geo. A. Chapman. He was formerly secretary of the Northwestern Feed Company of Minneapolis, Minn.

Articles of incorporation have been filed for the Taylor Feed Company of Jonesboro, Tenn., capitalized at \$10,000. L. R. Taylor, S. R. Taylor, O. T. Lory, O. N. Miller and John W. Lacy are interested in the business.

The Food Administration has revoked the license of E. E. Pierson, a feed broker at Kansas City, Mo., to conduct his business there. The company, it is alleged, sold flour unfit for consumption. Mr. Pierson, however, claims that the flour was sold before

the food regulations became effective and that the product was sold on the basis of a sample.

Incorporation papers have been filed at Buffalo, N. Y., for the Market Feed & Grain Company, whose directors for the coming year are: C. Ryan, Frank A. Hanson and Chas. Lippert. The capital stock of the organization amounts to \$50,000.

## HAY IN NEW YORK HIGHER

BY C. K. TRAFTON

It has been impossible to find a member of the hay trade sufficiently ancient to remember a time when hay prices advanced more than \$15 per ton in a month, as was the case during the past month in the New York market. This phenomenal upturn was brought about by a combination of influences. For one thing, the receipts have been entirely inadequate, there being frequently practically nothing on sale at various terminals. Consequently there were occasionally a dozen or more buyers for every car on sale. As a natural consequence, bids were advanced by leaps and bounds and so urgent was the demand that almost invariably the question of quality was disregarded. In other words: "Hay was hay" and the buyer was ready to take the only car or two available at almost any price the receiver asked regardless of its grade. Therefore it was often found that common or No. 3 commanded about or fully as much as choice or No. 1. Indeed, it was stated that in one or more instances inferior or slightly damaged lots brought as much as \$45 a ton ("sight unseen").

The wonderful scarcity was attributed partly to the fact that freight cars were often practically unobtainable. Frequently shipping permits were obtained, but they were in the main almost worthless because the cars were not to be had. Consequently those buyers who had permits were about as badly off as those that had none. This was exceedingly unfortunate as there was said to be a liberal supply of hay on sale at country points at exceedingly low prices compared with quotations here, and therefore hay bought in the country would have shown a handsome profit if it could have been brought in. In some quarters the strong tendency was attributed partly to the fact that farmers were making light deliveries, many of them being unwilling to sell, partly because they were exceedingly busy gathering in crops or making ready for their fall seeding. In addition, it was stated that farmers had been unable to press their hay because labor was too scarce. Indeed, it was alleged that in some instances hay had not been hauled off the field.

An interesting and decidedly important feature was the hiring by the Government of the New York Hay Exchange, located in the West 33d Street yards of the New York Central Railroad, which was wanted as a parcel post station. As yet the properly has not been taken over by the Government, but nevertheless, business there is almost suspended. This will, of course, make it extremely hard for members of the trade located in that territory as it will be difficult to display hay in order to sell and unload it. This is, of course, unfortunate in view of the congestion already existing at that terminal.

## ST. LOUIS HAY MARKET

Toberman, Mackey & Co., hay and grain dealers of St. Louis, Mo., in a recent market letter advise: A good demand prevails for all arrivals, especially of the good grades of timothy, light mixed and clover. The market is unchanged in value. It is our opinion that it will continue that way throughout the month. High grade clover wanted; medium grades slow and hard to sell, especially the second crop clover, which is difficult to place at satisfactory figures. High grades of alfalfa very scarce and in demand; medium grades wanted at fair prices. Prairie strong on high grades, but medium and low grades in fair demand only. Straw scarce and in good demand.

## WANTED

HAY, STRAW, GRAIN, BUCKWHEAT,  
MILL FEEDS AND POTATOES  
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Hay, Straw and Grain  
COMMISSION MERCHANTS

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Market Reports on Application.

66 Board of Trade CHICAGO, ILL.

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of ALFALFA in  
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Shippers who have Alfalfa Hay to dispose of, if they will communicate with us we will provide a satisfactory outlet.

## ALFALFA

A W. D. Power & Co., 12-15 N. Y. Hay Exchange  
NEW YORK



## FIRES—CASUALTIES

Rossville, Kan.—Fire damaged the Farmers' Elevator recently.

Topeka, Kan.—Fire damaged the feed and hay business owned and conducted by T. A. Beck.

Bow Island, Alta., Canada.—The Empire Elevator owned by E. C. Kudtke has been destroyed by fire.

Lebo, Kan.—Fire damaged the John M. Black's elevator and destroyed the engine house attached to it, at this point on September 21.

Weaver, N. D.—Fire destroyed two elevators here, together with 30,000 bushels grain. The fire is said to have started from incendiary origin.

Dieterich, Ill.—Fire destroyed the seed warehouse of John M. Schultz entailing a loss of about \$50,000. Insurance of \$18,000 was carried on the plant.

Port Jefferson, Long Island, N. Y.—Fire destroyed E. H. Rogers' elevator and feed plant. Fire of unknown origin caused a loss of \$50,000.

Everdell, Minn.—Fire, the origin of which is a mystery, destroyed the elevator at this point. The plant contained 6,000 bushels wheat at the time.

Norwich, Conn.—Fire seriously injured the plant of Charles Slosberg & Son. The plant was filled with 20,000 bushels rye, wheat, corn, oats, barley, etc.

Montreal, Que.—Fire caused quite a little loss to the W. H. Dwyer Company when it broke out in the grain company's elevator here on September 19.

Newton, Ill.—With a loss of \$75,000 the J. M. Shultz Seed House located near here burned down. The insurance carried on the plant amounted to \$40,000.

Beaver, Pa.—A. F. Grine suffered the loss of his feed store by fire. About 100 tons feed, grain, hay and straw were also consumed. The loss amounted to \$5,000.

Sweet Springs, Mo.—Fire destroyed the grain elevator and warehouse of the Farmers Elevator & Grain Company on September 30 with a loss amounting to \$75,000. The elevator contained 3,000 bushels wheat and the warehouse had stored in it about

30,000 pounds flour, 1,500 bushels wheat and other feedstuffs. The origin of the fire, which started in the warehouse, is not known.

Chocio, Minn.—The elevator operated under the management of H. J. Jacobson burst under excessive pressure of grain spilling about 1,500 bushels flax on the ground.

Ralls, Texas.—With \$14,500 of sudan and cane seed, \$1,800 of feed and 75 bushels wheat, the warehouse of W. L. Hendricks burned. The loss is partly covered by insurance of \$7,500.

Philadelphia, Pa.—The grain and feed store of Fred Lemont was destroyed by fire on September 15. The loss is estimated at \$10,000. A great quantity of grain and feed was destroyed.

Raymond, Minn.—On September 19 fire destroyed the Monarch Elevator together with about 10,000 bushels grain and flax. The plant was valued at \$30,000. The origin of the fire is unknown.

Onawa, Iowa.—The Harper & Murphy Elevator was burned on September 12. The building, together with 20,000 bushels wheat, is a total loss. The fire is believed to have started from a dynamo located in the cupola.

Luling, Texas.—W. G. Weaver & Son's warehouse burned, together with its contents, which included 800 bales of hay, most of the latter being badly damaged by smoke and water. No insurance was carried.

Chicago, Ill.—Fire occurred in the plant of the Northwestern Malt & Grain Company, causing damage of \$20,000. One of the grain spouts was burned but prompt work kept the flames from the elevator structure.

Alcester, S. D.—Damages amounting to \$25,000 were done to the grain elevator of Tom Ryans by fire which is believed to have been of incendiary origin. Wheat and corn valued at \$13,000 was damaged. The loss is partly covered by insurance.

Lincoln, Neb.—A large fire occurred at Lincoln, which resulted in the destruction of the plant of the DeWitt Grain Company and other establish-

ments. The loss to the grain firm is estimated at \$45,000. Practically all the grain contained in the elevator was destroyed.

Oswego, Kan.—Fire damaged the Oswego Seed & Grain Company's elevator on September 20, incurring a loss of \$15,000. The fire started in the cupola supposedly from a spark from a passing locomotive.

Mountain Grove, Mo.—The McEwen Grain Company suffered a loss on its elevator when fire broke out there. About 3,000 bushels wheat and a large quantity of hay was consumed. The company carried sufficient insurance to cover the loss.

Bixby, Okla.—The Brown, Bower, Baxter Elevator was struck by lightning which set fire to the plant, causing a loss of \$12,000. At the time of the blaze, 2,000 bushels wheat, 4,000 bushels oats and 5,000 bushels corn were in the building. The elevator is to be reconstructed.

Flugstad (Duncombe Station), Iowa.—Because of overloading the Farmers Elevator slipped off its moorings causing considerable damage to the plant. The elevator contained 35,000 bushels grain. Possibly it will be necessary to build an entirely new structure.

Lanesville, Harrison County, Ind.—Fire damaged the elevator and mill of Zabel & Son. Loss amounted to \$10,000. Considerable damage was done to the machinery but none was done to the grain. The company had not been operating regularly at Lanesville.

### IMPORTATION OF CORN FROM ARGENTINE

The War Trade Board has, by a new ruling (W. T. B. R. 253), authorized the importation from the River Plate district of corn upon the conditions that shipment shall be made from River Plate ports, that the corn shipped shall be purchased by and for the account of the Food Administration Grain Corporation, and that such shipments shall have been agreed upon jointly by the United States Food Administration and the United States Shipping Board. This modifies List of Restricted Imports No. 1, item 8, prohibiting such imports.

ON September 15 the ruling of the National Exports Committee at Galveston, Texas, providing for an embargo on bulk grain both for export and domestic shipment and grain in sacks for export to all elevator ports in the United States, went into effect at Galveston.

## HESS GRAIN DRIERS

Continuous and batch discharge  
Ten sizes—all capacities  
Dry anything granular  
New Booklet ready.

**Hess Warming & Ventilating Company**

1210 Tacoma Building, Chicago

*For steam heat only  
(see Fuel Administration's  
ruling on fire heated driers).*



## FIELD SEEDS

The N. Bonahoon Seed Company of Kirwin, Kan., will possibly locate a seed house in Concordia.

New store equipment has been purchased by the Obold Hardware Company of Reading, Pa., for a seed store.

New fixtures are being installed in the seed plant of the M. Swartz Seed & Feed Company of Indianapolis, Ind.

The Missouri Valley Seed Company was organized recently at Bismarck, N. D., with C. E. Andrus, manager.

New equipment has been purchased by the Botzum Bros. Company of Akron, Ohio, for its branch seed store at Cleveland, Ohio.

W. Atlee Burpee, Jr., is in the U. S. Navy. Mr. Burpee was associated with the W. Atlee Burpee Company of Philadelphia, Pa.

The Harvey Seed Company of Buffalo, N. Y., has been granted a permit to erect a one-story fireproof warehouse there costing \$4,500.

James Smalley & Co.'s seed business at McPherson, Kan., has been purchased by the owners of the McPherson Feed & Seed Store.

The Highland Farmers' Association has been organized at Highland Center, Iowa, and will handle general farm products, including seeds.

A new seed company has been organized at Ord, Neb., to operate as E. B. Weekes & Co. The company will handle all kinds of field seeds.

Additions have been made to the sales force of the Milwaukee Seed Company of Milwaukee, Wis. W. B. Block will cover eastern territory and J. W. Kent, western.

The Old Star Mill property at Midland, Mich., has been purchased by the Orr Bean & Grain Company which expects to remodel the plant, the first floor to be used as a modern office and retail store

and the second and third for seed storage. The company will conduct an extensive seed business in connection with its grain and bean elevator.

A large piece of property at Denison, Iowa, has been purchased by the Northwestern Seed Company. The firm, it is said, will build a large seed storage and cleaning plant on the site.

A new store and elevator with a capacity of 30,000 bushels has been built at Aberdeen, S. D., for the J. L. Loeb's Seed Company. It is to be two stories in height, of brick construction and 40x142 feet.

An establishment has been opened at Green Bay, Wis., by the Green Bay Seed & Feed Company. The manager is C. A. Olsen of Milwaukee. The company will deal in seeds and feeds and will make a specialty of clover seed.

A brick warehouse building recently erected at Stamford, Conn., is now occupied by the Quality Seed Store. The building is 55x120 feet, two stories high. Truck loads are elevated to the second story by means of a 10-ton elevator.

At a recent meeting of the Montana Seed Growers Association the following officers were re-elected to serve during the coming year: President, F. C. Sumner of Clyde Park; William L. Irvin, vice-president; F. E. Fuller, secretary-treasurer.

The Central Washington Association of Seed Growers was recently organized during the State Fair which was held on September 18 at Yakima, Wash. The organization's purpose is to promote the growing of seed in the state. F. E. Desellem is vice-president of the organization.

The various departments conducted by the Aggeler & Musser Seed Company at Los Angeles, Cal., are now located in different places. The retail department, mail order and general offices are located at 620 South Spring Street; the market gardener's de-

partment is at 767 South Central Avenue; the shipping and milling and storage departments are at the present location, Sixth and Alameda Streets.

The Beloit Seed House at Beloit, Kan., operated for some time in the past by Glen Dawes, has been purchased by the proprietors of the H. F. Shurtz Produce House.

Hugo Schuett, who has been connected with the Seattle Seed Company for 13 years, is president and manager of a new seed company which will operate at Seattle, Wash., under the name of the Northwest Seed Mills. Mr. Johnson, the new treasurer of the firm, has been engaged in the merchandise business and E. B. Palmer, new secretary, has been state senator since 1903. The company will do a general jobbing business, mainly in field seeds, and seed cleaning for the trade.

### SEED IMPORTATIONS RESTRICTED

In the addenda to the list of restricted imports, hemp seed, canary seed and alfalfa seed are included, according to the War Trade Board Ruling 231, dated September 16, 1918. The ruling states that "no licenses will hereafter be issued for the importation of alfalfa seed for ocean shipment from abroad after September 18, 1918, except for such shipments as the Seed Stocks Committee of the Department of Agriculture may approve, and application therefore must be submitted to the Seed Stocks Committee for its recommendation before action thereon is taken."

## Grain and Seeds

### WANTED

We are in the market for clover seed, screenings, tailings, and badly bucked clover seed. Send samples to THE KING SEED CO., North Vernon, Ind.

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GRAIN ELEVATORS & WAREHOUSES: 35TH TO 37TH STS. & R. R. AVE. SO.

MINNEAPOLIS, MINN.

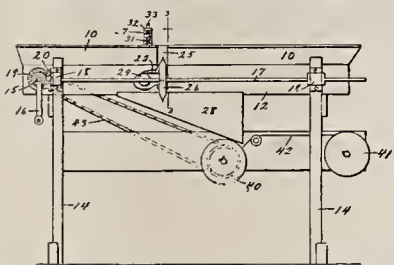


## GRAIN TRADE PATENTS

Bearing Date of August 20, 1918

Seed corn sampling machine.—Charles Edward Clark, Hubbard, Iowa. Filed November 30, 1917. No. 1,276,328. See cut.

Claim: A seed-corn sampling machine, comprising a trough, a chain mounted for travel therein and adapted to receive and carry cars of corn, a picking device mounted for movement on said trough and

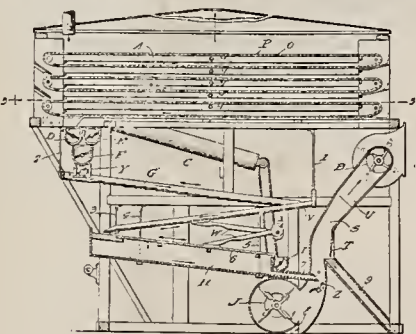


adapted to engage ears of corn on said chain and remove kernels therefrom, and means for receiving the kernels so removed.

Bearing Date of August 27, 1918

Seed separator.—Harold Line Gray, Crawfordsville, Ind., assignor to Crabbs Reynolds Taylor Company, Crawfordsville, Ind., a corporation of Indiana. Original application filed May 17, 1917. Divided and this application filed July 23, 1917. No. 1,277,062. See cut.

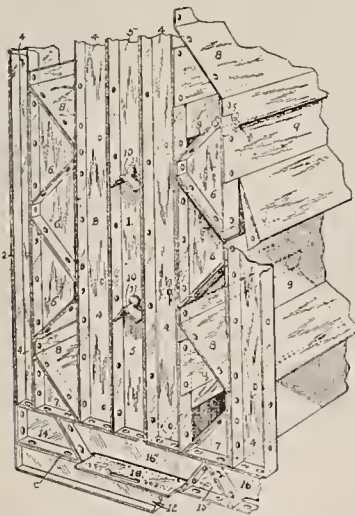
Claim: In a seed separating machine, the combination of a lower blower fan, an upper exhaust fan, an inclined conduit extending between and connecting the fans, a valve positioned to receive and break up



the flow of seeds entering the conduit, a discharge spout positioned to receive the heavy material, a second discharge spout for seeds of medium grade, the lightest material being sucked upwardly by the current created by the exhaust fan, substantially as described.

Grain and seed drier.—Oliver W. Randolph, Toledo, Ohio. Filed December 18, 1916. No. 1,276,812. See cut.

Claim: In a grain and seed drier the combination of a drier body comprising a plurality of chutes for grain or seed formed of opposite vertical side channels, having perforated channel sides, cross connected by common zig zag partitions formed of al-



ternately reversed plates, each having upper and lower marginal portions angled parallelly and said lower marginal portions having a marginal portion bent parallel with itself to form a hook, and perforated end marginal portions adapting the plates to be jointly and overlappingly secured to the perforated channel sides, and angled drier plates, one for each partition plate, said drier plates each having an upper marginal hook portion adapted to be hooked onto the hood portion of a partition plate with the upper portion extending vertically downward opposite the inner angles formed by two reversed partition plates, and with its lower portion inclined inwardly and downwardly of a chute, and provided with end ear portions adapted to be secured to the inner side of the channels.

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## FOR SALE

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Notices

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*Kennedy Car Liners  
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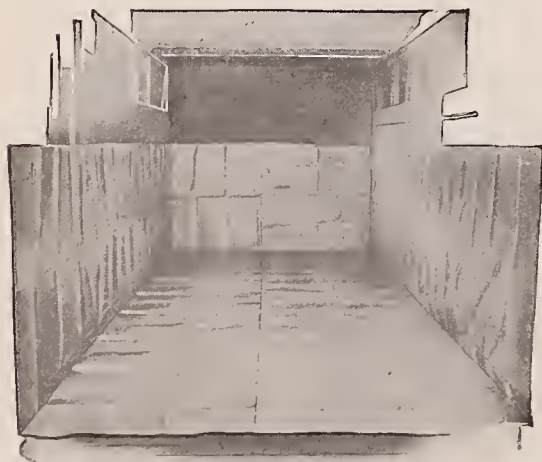
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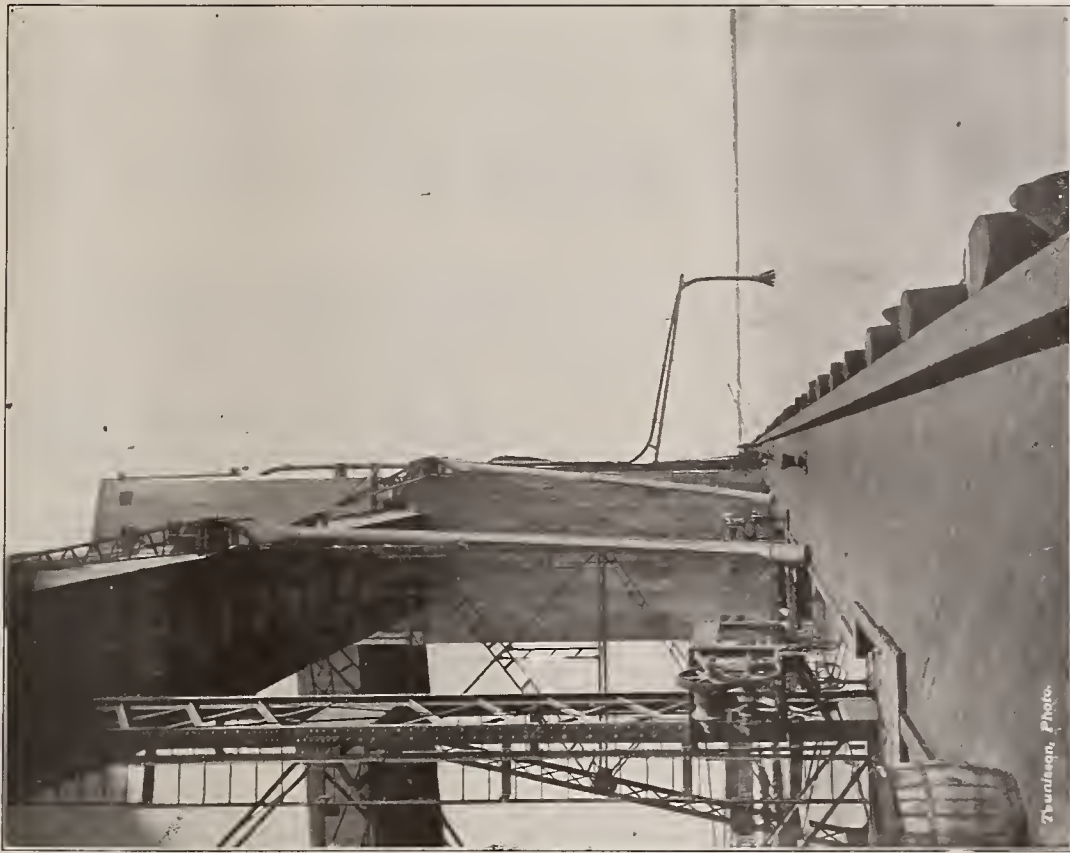
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Bailey & Co., E. W., commission merchants.\*  
Bartlett, Frazier Co., receivers and shippers.\*  
Bridge & Leonard, commission merchants.\*†  
Dickinson Co., Albert, seeds.  
Dole & Co., J. H., commission merchants.\*  
Freeman & Co., Henry H., hay, straw, grain.\*†  
Gerstenberg & Co., grain and seeds.\*  
Griffin & Co., J. P., grain commission.\*  
Harvey Grain Co., corn and oats.\*  
Hitch & Carder, grain commission.\*  
Hoit & Co., Lowell, com. grain, seeds.  
Hulburd, Warren & Chandler, com. merc.\*  
Illinois Seed Co., seed merchants.  
Lamson Bros. & Co., commission merchants.\*  
Logan & Bryan, grain merchants.\*  
Lowitz & Co., E., grain commission.\*  
McKenna & Rodgers, com. merchants.\*  
Miller & Co., Albert, hay and produce.†  
Norris Grain Co., grain merchants.\*  
Paynter, H. M., grain and field seeds.  
Pope & Eckhardt Co., grain and seeds.\*  
Rosenbaum Brothers, receivers, shippers.\*†  
Rosenbaum Grain Co., J., shippers.\*  
Rumsey & Co., grain commission.\*  
Sawers Grain Co., grain commission.\*  
Schiffin & Co., Philip H., com. merchants.\*  
Shaffer, J. C., & Co., grain merchants.\*  
Simons, Day & Co., grain, stocks, bonds.\*  
Van Ness Co., Gardiner B., commission.\*  
Wagner & Co., E. W., receivers, shippers.\*  
Ware & Leland, grain and seeds.\*

### CLEVELAND, OHIO.

Cuyahoga Grain Co., hay, grain, feed.

### CINCINNATI, OHIO.

Brouse-Skidmore Grain Co., rec. & shipper.\*†  
Mutual Commission Co., strictly commission.\*†

### COLUMBUS, OHIO.

McAlister, Jas. P., & Co., shippers grain, hay.†

### CRAWFORDSVILLE, IND.

Crabbs-Reynolds-Taylor Co., grain, seed.\*†

### DECATUR, ILL.

Baldwin & Co., H. I., grain brokers.\*

### DENVER, COLO.

Best & Co., J. D., grain, hay.\*†  
Denver Elevator, The, grain.\*  
Western Grain Co., grain and pinto beans.†

### DETROIT, MICH.

Dumont, Roberts & Co., receivers, shippers.\*

### DULUTH, MINN.

White Grain Co., grain and hay.\*†

### EVANSVILLE, IND.

Small & Co., Inc., W. H., field seeds, grain.\*

### FRANKFORT, IND.

Frank & Co., Wm., grain brokers.\*

### INDIANAPOLIS, IND.

Boyd Grain Co., Bert A., grain commission.\*  
Gale Grain Co., P. M., brokerage.\*  
Kendrick & Sloan Co., receivers and shippers.†  
Kinney, H. E. Grain Co., grain, hay, feed.\*†  
Lowitz & Co., E., grain commission.  
McCardle-Black Co., grain commission.  
Merchants Hay & Grain Co., rec. & shippers.\*†  
Urmston Grain Co., grain commission.\*†  
Witt, Frank A., grain commission and brokerage.

### KANSAS CITY, MO.

Moore-Lawless Grain Co., grain receivers.\*  
Moore-Seaver Grain Co., corn and oats.\*  
Peppard Seed Co., J. G., alfalfa seed, millet.  
Western Grain Co., shippers grain and feed.\*

### LANCASTER, PA.

Eby & Son, Jonas F., receivers and shippers.\*†

### LOUISVILLE, KY.

Edinger & Co.,† grain, hay, feed.  
Farmer & Sons, Oscar, grain, hay, feed.\*†  
Nesmith-Wilkes-Seaman Co., corn.\*  
Williams & Monroe, grain, stocks, cotton.

### MEMPHIS, TENN.

U. S. Feed Co., receivers and shippers.†

### MILWAUKEE, WIS.

Bacon Co., E. P., grain commission.\*  
Bartlett & Son Co., L., grain commission.\*  
Bell Co., W. M., grain, seed.\*  
Cargill Grain Co., receivers and shippers.  
Courteen Seed Co., seeds.  
Donahue-Stratton Co., buyers and shippers.\*  
Franke Grain Co., receivers and shippers.\*  
Kamm Co., P. C., grain merchants.\*  
Kellogg Seed Co., seeds.  
Lauer & Co., J. V., grain commission.\*  
Milwaukee Grain Commission Co., grain.  
Mohr-Holstein Commission Co., grain com.\*  
Taylor & Bournique Co., corn, oats, barley.\*

### MINNEAPOLIS, MINN.

Gould Grain Co., grain merchants.\*  
McCaull-Dinsmore Co., com. merchants.\*  
Quinn, Shepherdson Co., grain merchants.\*

### MONROEVILLE, OHIO.

Horn Bros. Co., buyers and shippers, grain.\*†

### NEW YORK, N. Y.

Brainard Commission Co., oats, barley.\*  
Forbell & Co., L. W., com. merchants.\*  
Power & Co., W. D., hay, straw, produce.†

### NORFOLK, VA.

Cofer & Co., Inc., J. H., grain.\*†

### PEORIA, ILL.

Buckley & Co., grain, hay, seeds.\*  
Cole Grain Co., Geo. W., grain receivers.\*  
Conover Grain Co., E. B., receivers, shippers.  
Consumers Grain Co., grain receivers.\*  
Grier & Co., T. A., grain commission.\*  
Luke Grain Co., grain commission.\*  
McCreery & Sons, J. A., com. merchants.\*  
Miles, P. B. & C. C., grain commission.\*†  
Mueller Grain Co., receivers and shippers.\*

### PHILADELPHIA, PA.

Lemont & Son, E. K., wheat, corn, oats, mill feed.†  
Miller & Sons, L. F., receivers and shippers.\*†  
Richardson Bros., grain, flour, mill feeds.\*  
Rogers & Co., E. L., receivers and shippers.\*†  
Taylor & Bournique Co., oats, milling rye, corn.

### PITTSBURGH, PA.

Heck & Co., W. F., grain, hay, mill feeds.\*†  
Herb Bros. & Martin, grain and hay.\*†  
Rogers & Co., Geo. E., receivers & shippers.†  
Smith & Co., J. W., grain, hay, feed.\*

### RICHMOND, VA.

Beveridge & Co., S. T., grain, hay, feed.\*†

### ST. JOSEPH, MO.

Marshall Hall Grain Co., receivers, shippers.\*

### ST. LOUIS, MO.

Bryant, Tilghman A., grain broker.  
Elmore-Schultz Grain Co., receivers, shippers.\*†  
Goffe & Carkener Co., grain, hay, seeds.\*†  
Graham & Martin Grain Co., rec. exclus.\*†  
Langenberg Bros. Grain Co., grain com.\*†  
Marshall Hall Grain Co., rec., shippers, & exp.\*  
Mason Hawpe Co., grain merchants.\*  
Mullally Hay & Grain Co.\*†  
Nanson Commission Co., receivers, shippers.\*†  
Picker & Beardsley Com. Co., grain, hay.\*†  
Prunty, Chas. E., grain and seeds.  
Schisler-Corneli Seed Co., seeds.\*  
Toberman, Mackey & Co., grain, hay, seeds.\*†

### TOLEDO, OHIO.

De Vore & Co., H. W., grain, seeds.\*  
Chatterton & Son, hay, oats, wheat.\*†  
King & Co., C. A., grain and seeds.\*†  
Raddatz & Co., H. D., grain, seeds.\*  
Southworth & Co., grain and seeds.\*†  
Wickenhiser & Co., John, grain dealers.\*  
Young Grain Co., grain, seeds.\*  
Zahm & Co., J. F., grain and seeds.\*†

### TOPEKA, KAN.

Derby Grain Co., wheat, oats, corn.\*  
Forbes Milling Co., wheat, oats, corn.\*  
Golden Belt Grain & Elevator Co., wholesale grain.\*

### WINCHESTER, IND.

Goodrich Bros., wholesale grain, seeds, hay.\*†



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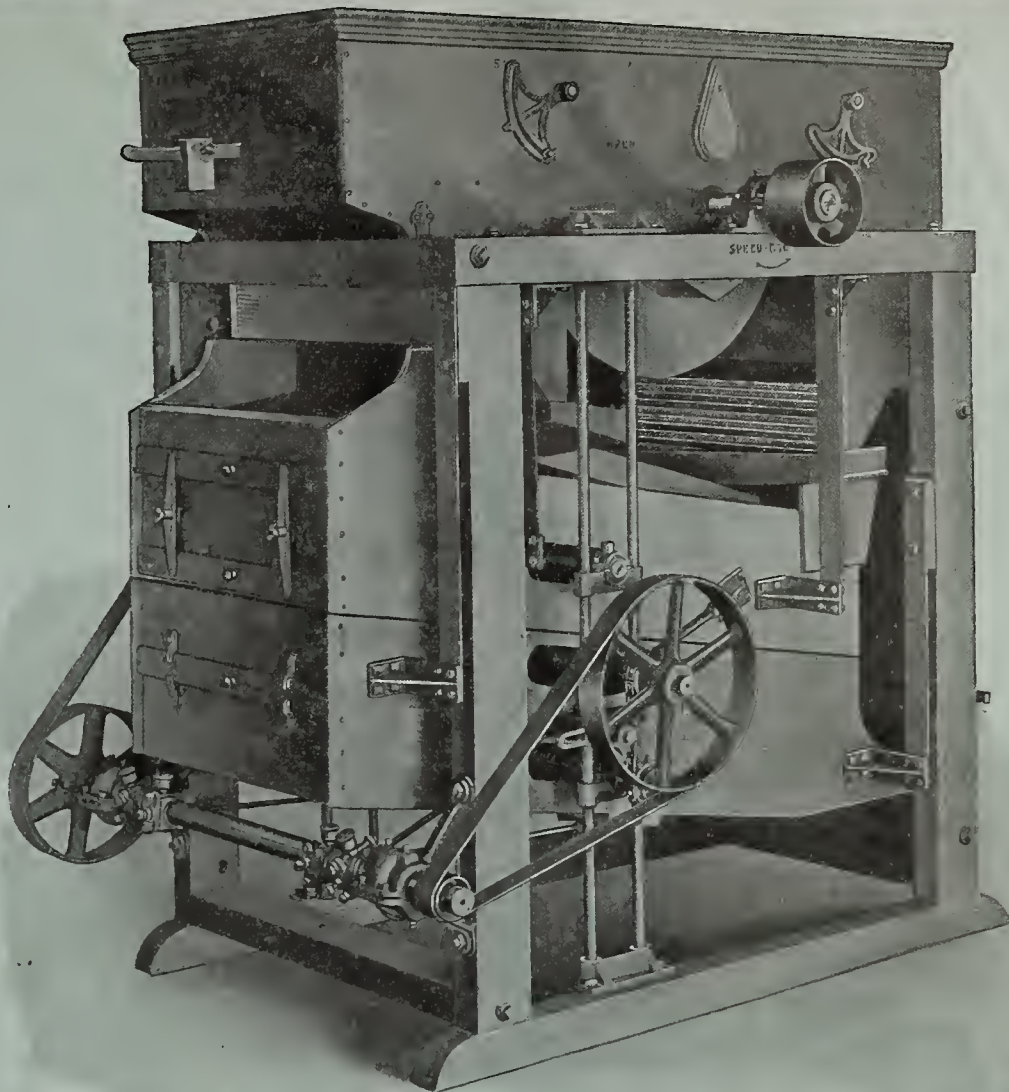
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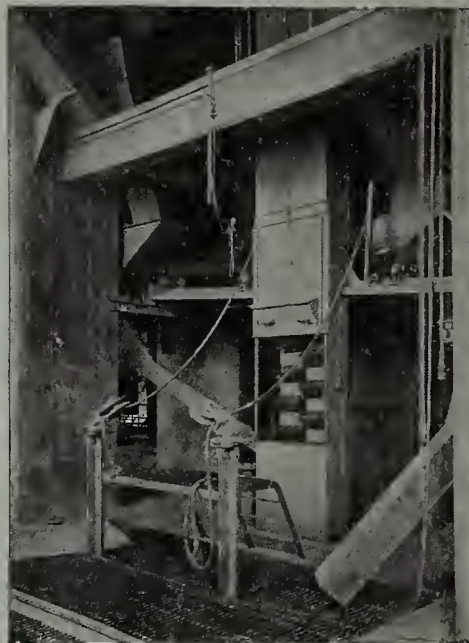
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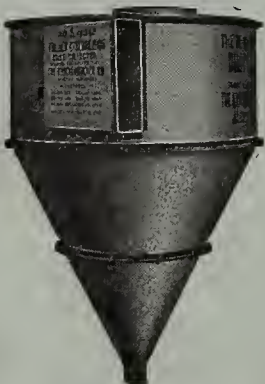
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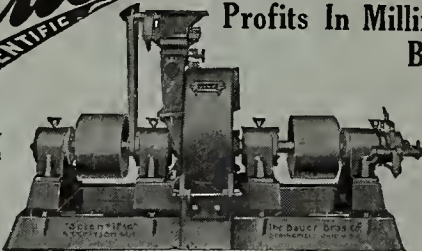
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